

London ... 30	Frankfurt ... 21	Paris ... 15	Rome ... 15	Athens ... 15	Tokyo ... 15	Hong Kong ... 15	Seoul ... 15	Singapore ... 15	Bangkok ... 15	Manila ... 15	Cebu ... 15	Singapore ... 15	Bangkok ... 15	Manila ... 15	Cebu ... 15	Singapore ... 15	Bangkok ... 15	Manila ... 15	Cebu ... 15
---------------	------------------	--------------	-------------	---------------	--------------	------------------	--------------	------------------	----------------	---------------	-------------	------------------	----------------	---------------	-------------	------------------	----------------	---------------	-------------

### World news Business summary

## Spanish election set for June 22

Spain called early general elections for June 22 in a tactical move by the Socialist Government of Prime Minister Felipe Gonzalez. They will be the fourth general elections in 10 years since the end of the Franco dictatorship.

A decree dissolving Parliament with effect from tomorrow was signed by King Juan Carlos after a hastily arranged cabinet meeting.

After mounting rumours about its electoral plans, the Government decided to rush the measure through before the King's visit to the UK, starting today. Earlier report, Page 2, Juan Carlos's role, page 15.

Philippine Government told Switzerland it would start proceedings to recover more than \$1m of assets allegedly held there by former President Ferdinand Marcos, the Swiss Justice Ministry said. Marcos cash offer, Page 3.

At least 31 people were killed in a 10-hour gun battle between government troops and Communist guerrillas in the northern Philippines.

Rudolf Kirschschläger, the Austrian President, is to address the nation tonight in a bid to calm passions aroused by allegations over the wartime past of Kurt Waldheim, former UN secretary-general and candidate in Austria's presidential election next month. Page 2.

Car bomb exploded outside the US ambassador's home in Lima, Peru, blowing a hole in a wall of the residence but injuring no one.

A booty-trapped car exploded in the Mozambican capital of Maputo, injuring at least 50 people, three critically, military officials said. Page 4.

A middle-aged Italian woman died from drinking adulterated wine, bringing the total number of suspected victims to 22, doctors said.

Belgian coal miners began an unlimited strike, seeking a government promise not to close the country's last surviving mines or make redundant any of the loss-making industry's 18,600 workers.

Local parliament in Yugoslavia's autonomous province of Kosovo ordered an inquiry into local judicial institutions after complaints that they were fuelling ethnic tensions.

More than 10,000 Christians signed a petition urging South Korean President Chun Doo Hwan to allow constitutional changes, church officials said.

Bolivia's Government agreed to rehire nearly 75,000 dismissed teachers and promised to raise their wages eightfold from their current monthly average of about 40m pesos (\$20).

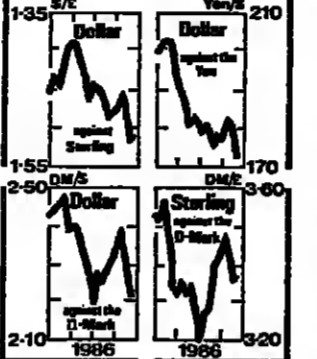
Sudan's right-wing Umma party, which looks set to win the country's first elections for 18 years, is to seek talks with rebel leader Jan Gange in a bid to end the three-year-old civil war. Page 4.

Archaeologists have found 5,000-year-old spearheads, pots and seals in burial mounds near the Saudi Arabian Gulf port of Dhahran, near Bahrain.

## Dollar tumbles as banks cut prime to eight-year low

BY PAUL TAYLOR IN NEW YORK AND GEORGE GRAHAM IN LONDON

THE DOLLAR fell sharply yesterday as leading US banks cut their prime rates by half a percentage point to 8 1/2 per cent - the lowest level for the benchmark corporate lending rate for almost eight years.



Chase Manhattan, the third largest US banking group, led the way to the lower prime in a move which, it said, represented "a response to market considerations" and "the lower cost of funds."

Chase Manhattan, the third largest US banking group, led the way to the lower prime in a move which, it said, represented "a response to market considerations" and "the lower cost of funds."

## New production ceiling causes rift in Opec

BY RICHARD JOHNS IN GENEVA

THE LONGEST ever conference of the Organisation of Petroleum Exporting Countries (Opec) ended last night with a minority of three going to a majority decision to set a new production ceiling of 18.3m barrels per day until the end of September.

## Feldmühle Nobel share flotation set to raise record DM 2bn

BY JONATHAN CARR IN FRANKFURT

THE STOCK market flotation of Feldmühle Nobel, the new holding for three key companies of the former Flick industrial group, will generate nearly DM 2bn (\$910m) - a record for a West German new issue.

Deutsche Bank is in the delicate position of pricing the public issue of a group it already owns, rather than acting as agent for another owner. The bank is keen to be off any possible charges of overpricing.

## Sweden to relax foreign exchange rules

By Kevin Done in Stockholm

THE RIKSBANK, the Swedish central bank, yesterday recommended a gradual relaxation of the country's stringent foreign-exchange regulations, which have been in force since 1939.

Deregulation, it said, should take place in stages, but a start should be made this year. The move by Sweden to relax foreign-exchange controls follows similar steps taken in recent months by other European countries, including France and Italy.

The country's social democratic Government still believes that a relaxation of those regulations - the core of Sweden's foreign-exchange controls - would open the way to "strong and destabilising capital flows" which might undermine domestic monetary policy.

The non-socialist opposition parties, which are in a minority on the Riksbank board, favour a faster pace of reform and support a total removal of foreign-exchange controls, but the Social Democrats accept the case only for gradual long-term reform.

The Riksbank said yesterday that a step-by-step liberalisation of foreign-exchange regulations had been made possible by the significant improvement in the Swedish balance of payments and by the substantial reduction of the state budget deficit achieved in the last four years.

Sweden has had comprehensive foreign-exchange regulations ever since the Second World War, but some curbs have been relaxed during the past decade.

## EEC's curbs on Libya fall short of US demands

BY QUENTIN PEEL IN LUXEMBOURG

EEC foreign ministers yesterday agreed to step up the measures they are taking to curb the activities of Libyan diplomats - and send a mission to Tripoli to explain why.

Their actions still fall far short of US demands for the closure of Libyan embassies - and economic sanctions, but they represent a further appreciable hardening in the EEC position towards Libyan involvement in terrorism.

The numbers of Libyan diplomats in the Community, and EEC diplomats in Tripoli, will be cut to "the minimum necessary" after yesterday's agreement. Their movements will be restricted to the cities where they are based.

Libyans in non-diplomatic organisations such as airlines and trade missions will also be investigated with a view to reducing their numbers.

The foreign ministers also agreed that any Libyan expelled from one member-state for implication in terrorist activities would automatically be excluded from the rest of the EC. They ordered a new investigation on the abuse of diplomatic immunity and possible means of curbing it.

The package was described by Sir Geoffrey Howe, the British Foreign Secretary and a prime mover for a more forceful European response, as "a very substantial step forward from where we were" which would "go a long way towards persuading the US that we are serious."

### CONTENTS

Europe ...	2	Crossword ...	29
Companies ...	17-19	Editorial comment ...	33
America ...	3	Eurobonds ...	29
Companies ...	17-19	Euro-options ...	36
Overseas ...	4	Financial Futures ...	33
Companies ...	21	Gold ...	32
World Trade ...	4	Int'l Capital Markets ...	29
Britain ...	9-10	Letters ...	15
Companies ...	22-24	Leads ...	6
		Market Monitors ...	49
		Men and Matters ...	14
		Money Markets ...	33
		Raw Materials ...	32
		Stock markets - Bourses ...	37, 40
		Stock markets - Wall Street ...	37-40
		Stock markets - London ...	37-40
		Technology ...	28
		Unit Trusts ...	20-31
		Weather ...	16

Canada: Quebec takes English to its heart ...	3	IBM: those that live in its shadow ...	14
Libya: Gadaffi feels effects of oil price fall ...	4	Spain: King Juan Carlos's role ...	15
Israel: how bankers 'regulated' share market boom ...	4	Lex: Hambros; Unilever; Feldmühle Nobel ...	16
Management: Inland Revenue puts on squeeze ...	6	Hong Kong: Cathay Pacific set for take off ...	21
Editorial comment: UK monarchy; competition ...	14	Technology: pulp making without pollution ...	28

### AIR FRANCE AU MOYEN-ORIENT. PLUS DE CONFORT AVEC STYLE.

United Kingdom passengers flying to the Middle East should consider a change to their routine.

A change of style. A change for the better. A change to Air France.

Air France flies you to 18 key business centres via the ease and efficiency of Charles de Gaulle, Terminal 2. From Manchester; from Birmingham, and from London. And, of course, there are convenient Paris services from many other, local UK airports.

From Paris you fly spacious, comfortable Airbus 300 or 747 with the luxurious option of Air France Première Class. With the ultimate in French wine and French cuisine combined with the highest standards of service.

Wherever your intended destination, one phone call can arrange your flight, your hire car and your comfortable Mevlan Hotel room.

Air France to the Middle East. With a certain "Je ne sais quoi" no other airline can provide.

158 New Bond Street, London W1Y 0AZ. Tel: 01-499 9571. Heathrow Airport: 01-759 2211. Manchester: 061-436 3801. Cargo Bookings: 01-897 2811. Fares: 344150.

كردمان النخب

EUROPEAN NEWS

Early election likely in Spain as Gonzalez summons cabinet

BY DAVID WHITE IN MADRID

THE CHANCES of an early Spanish general election on June 22 increased yesterday when Mr Felipe Gonzalez, the Prime Minister, called an extraordinary meeting of his cabinet...

KING JUAN CARLOS and Queen Sophia of Spain begin a three-day state visit to Britain today, the first by a Spanish monarch in 30 years, writes Robert Graham.

Rodriguez la Borholla, president of the regional government in Seville...

On a national level, the case for an early election is founded on a belief among Socialists in the present climate they can maintain their absolute majority in Parliament...

to make a visit, too. Juan Carlos will be accompanied by the Spanish Foreign Minister, Mr Francisco Fernandez-Ordonez...

developments between now and the autumn in both the political and economic fields.

a new challenge on the left. Meanwhile, the right-wing Popular Coalition is in a weak state after the Nato campaign, which it called for abstention.

Mr Felipe Gonzalez keen to complete his electoral mandate

French privatisation bill faces stormy passage in Assembly

BY DAVID HOUSEGO IN PARIS

THE FIRST legislation of France's new conservative government enters the National Assembly today for what is expected to be a brief but stormy debate.

The government cut short discussion of the measure when it was before the Finance Commission of the National Assembly last week.

Oil groups urge easing of Norway tax burden

By Fy Gjester in Oslo

AN URGENT appeal for changes in Norway's petroleum tax regime, to offset the effect of lower oil prices, has been made by 14 of the 15 oil companies operating on the Norwegian continental shelf.

Meanwhile, deliveries of gas from the UK side of the Anglo-Norwegian Frigg field were yesterday shut down for the second day running.

Industrial output up 6.7% in Soviet Union

BY PATRICK COCKBURN

SOVIET INDUSTRIAL output grew by 6.7 per cent in the first quarter of the year compared to the same period in 1985, the highest rate for many years.

Praise for all at E. German party congress

BY LESLIE COLT IN EAST BERLIN

EAST GERMANY'S Communist Party congress ended yesterday with a mandate to continue its policies without the self-criticism and economic reforms advocated by Mr Mikhail Gorbachev, the Soviet leader.

OECD says Dutch need budget deficit cut

By Laura Ryan in Amsterdam

THE NETHERLANDS must cut its government budget deficit further in a bid to foster economic growth and labour market flexibility, according to the annual survey by the Organisation for Economic Co-operation and Development (OECD).

including a fully-paid year at home for working mothers after the birth of their first child.

Portuguese bank in bond launch

BY DIANA SMITH IN LISBON

PORTUGAL'S LARGEST commercial bank, Banco Portugues do Atlantico (BPA), yesterday became the first public institution to raise fresh capital from the general public.

Big drop in number of US tourists

By Paul Betts in Paris

ABOUT 1m fewer American tourists are expected to visit France this year because of the combined impact of the higher US dollar and fears over terrorism.

Statement on Waldheim by Austrian President

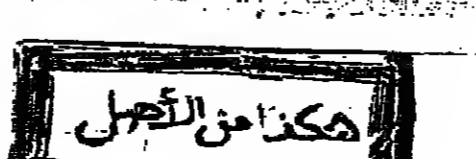
BY PATRICK BLUM IN VIENNA

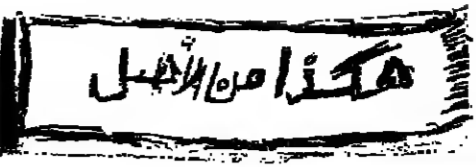
DR RUDOLF KIRSCHLAGER, the Austrian President, will make a special address to the nation tonight in a bid to calm passions roused by allegations about the past of Dr Kurt Waldheim.

Summary Financial Statement as of December 31, 1985

Summary Financial Statement as of December 31, 1985. Balance Sheet and Profit and Loss Account. Assets: Liquid Assets (Cash, Balances on Postal Cheque Account...), Liabilities, Revenue, Expenditure.

FINANCIAL TIMES. Published by The Financial Times (Europe) Ltd., Frankfurt Branch.





AMERICAN NEWS

Cuomo supports proposals for insurance reform

By Terry Dodswoth in New York

GOVERNOR Mario Cuomo, of New York, has thrown his weight behind a series of proposals for alleviating the insurance liability problem in the state through reforms in both the local regulatory and legal systems.

Marcos requests asylum in St. Vincent

By Conna James in Kingston

MICHAEL MITCHELL, the Prime Minister of St Vincent in the eastern Caribbean, is seriously considering a proposal of Mr Ferdinand Marcos, the exiled Philippine leader, to move with his family to the island.

Jane Arraf, Reuter correspondent, says the language of commerce is gaining acceptance

English undergoes a renaissance in Quebec

FRANCOPHONE Quebec is changing and indications of the new mood are as visible here as the sign advertising Moe Wilensky's Light Lunch counter.

Ten years ago, a young professional would probably have been caught up in the battle to keep English off the streets and ensure that Quebec's French-speaking Canadians could work in their own language.

Recent public opinion polls have indicated that most Quebecers are in favour of bilingual signs.

Some francophone parents are lobbying to have English taught to their children starting in the first year of schooling.

For working Quebecers, head offices of many large companies are in Toronto or the US, and computer software and manuals are often unavailable in French.

As the once, fiercely-French province gains confidence that the French language is not in danger of being erased, English for so long the language of commerce, is regaining acceptance.

Adult French speakers are enrolling in English classes in record numbers. This semester, 400 students were turned away because of lack of room from English language courses at Laval University. In other universities English is increasingly required

"I'm proud to be speaking French but I want to go on to French out of Montreal, I need my English," Mr Pierre Cardin, a bilingual 25-year-old lawyer, said.

It also removed English from road signs and sought to ensure that French-speaking Montrealers could walk into big department stores and be served in French.

Perhaps most importantly, the law defused the separatist fervour which gripped Quebec in the 1970s and led the province to pursue economic goals instead.

Last year, Quebec's highest court ruled that the sign section of Bill 101 contravened the provincial constitution, which guarantees the right of expression.

But, as other French-speaking territories have found, even the most diligent policing would probably not wipe out phrases like "ave bucket seats" or "un hamburger all-dressed."

US farm exports fail to take off

By Nancy Dunne in Washington

US FARM exports are getting cheaper, but the bargain price plus millions of dollars' worth of export enhancement schemes have done little so far to boost sales.

At the same time, US food imports are increasing and narrowing the favourable agricultural trade balance which the nation has enjoyed for years.

The Reagan Administration gambled last year in pushing through a farm bill which allowed for a dramatic cut in American grain prices "to make the American market more competitive again."

Between October and February, the value of American farm exports dropped 20 per cent below the previous year to \$12.6bn, the Agriculture Department (USDA) reports.

Meanwhile, food imports, which have been steadily rising since 1982, are expected to pass 12bn tonnes for a new record.

But there are other reasons for falling demand. World supplies are enormous. Combined global stocks of wheat, coarse grains, rice and soybeans are expected to exceed the quantities consumed during 1985-86 by about 20 per cent.

The USDA is trying to boost sales through an aggressive four-year \$870m export promotion scheme, which mostly provides assistance for advertising and other market-developing activities.

The controversial export enhancement programme which provides millions of dollars in government-owned crops for subsidies is hampering on. Recently, Mr Richard Lyng, Agriculture Secretary, announced that subsidies would be available for the sale of dairy cows to Turkey, Morocco and Egypt, an additional 1m tonnes of non-durum wheat to Tunisia, and 200,000 tonnes of wheat to Yugoslavia.

Titan crash 'creates Pentagon blindspot'

THE US may be without any functioning photographic satellites after last Friday's explosion of a Titan 34-D rocket carrying a secret payload, making the outlook for Pentagon intelligence gathering rather worse than had previously been thought.

That is the theory of Mr Anthony Kenden, a UK aerospace expert, who says that the Titan may have been intended to put in orbit a replacement for a previous spy craft that had become faulty.

Hitherto, it has been assumed that the Titan launch, the second failure in a row for this vehicle, had been due to a defect in the Vandenberg Air Force Base in California, took place in the morning.

The explosion of a rocket seconds after lift-off may have deprived the US of a vital spy satellite, reports Peter Marsh

It had been due to place in orbit a KH-11 vehicle which would have zoomed over the same place on the ground at about 11 am local time at periods separated by four to eight days.

It seems likely, therefore, that the craft had been due to replace the existing "morning" KH-11 satellite, launched in December 1984, which may have suffered a fault.

In contrast, the planned launch in August of the earlier spy satellite had been of an "afternoon" satellite.

That had been a direct replacement of another afternoon craft which the US Air Force had routinely switched off a fortnight earlier after a life of three years.

The net result is that the US certainly has no afternoon satellites in orbit and its current morning vehicle may be crippled.

Mr Kenden is one of a small band of aerospace experts who monitor the launch and operation of spy craft. The Pentagon never comments on which of its spy satellites are in orbit, nor what they do.

The Vandenberg Air Force Base would say only that the Titan involved in Friday's mishap was carrying a classified payload. The Air Force has set up a committee to inquire into the accident. The problem may involve the solid-rocket boosters on the Titan

Reagan 'attempting to link Sandinistas to terrorism'

MR DANIEL ORTEGA, the Nicaraguan president, says the Reagan Administration is looking for a pretext to bomb or invade Nicaragua through a campaign linking the Sandinistas to terrorism. Reuter reports from Nicaragua.

They have launched a campaign to try and make the North American people think that Nicaragua promotes terrorist actions. Mr Ortega told 1,000 agricultural workers at a state coffee plant south of Managua.

Washington was circulating reports that the Libyan embassy in Managua was planning to attack US bases in neighbouring Honduras. Mr Ortega said "they (the US) are looking for a pretext to bomb or invade us."

The Pentagon normally likes to keep in orbit at any time two KH-11 craft. The vehicles carry high resolution cameras to take photos of specific spots on the earth's surface.

Mr Kenden bases his reasoning about the inoperability of the current KH-11 craft on the fact that the launch of Friday's Titan, which exploded seconds after lift-off from the Vandenberg Air Force Base in California, took place in the morning.

It had been due to place in orbit a KH-11 vehicle which would have zoomed over the same place on the ground at about 11 am local time at periods separated by four to eight days.

It seems likely, therefore, that the craft had been due to replace the existing "morning" KH-11 satellite, launched in December 1984, which may have suffered a fault.

In contrast, the planned launch in August of the earlier spy satellite had been of an "afternoon" satellite.

That had been a direct replacement of another afternoon craft which the US Air Force had routinely switched off a fortnight earlier after a life of three years.

The net result is that the US certainly has no afternoon satellites in orbit and its current morning vehicle may be crippled.

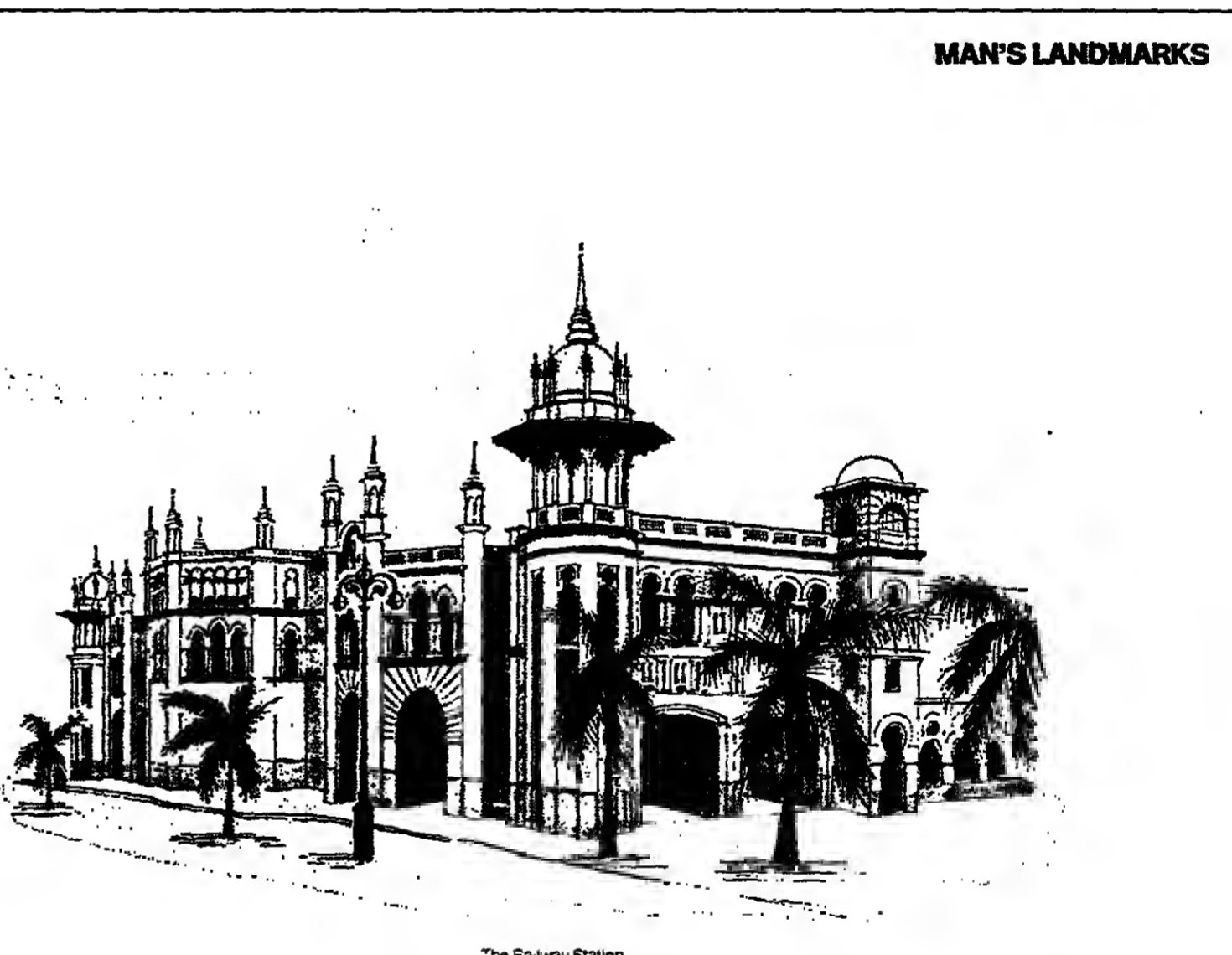
Mr Kenden is one of a small band of aerospace experts who monitor the launch and operation of spy craft. The Pentagon never comments on which of its spy satellites are in orbit, nor what they do.

The Vandenberg Air Force Base would say only that the Titan involved in Friday's mishap was carrying a classified payload. The Air Force has set up a committee to inquire into the accident. The problem may involve the solid-rocket boosters on the Titan

Washington probably would blame Nicaragua's ruling Sandinistas. National Liberation Front (FSLN) for a bomb attack on the US consulate in the Costa Rican capital of San Jose last Thursday that injured four Costa Ricans.

President Reagan, in a campaign to win approval for increased US funds for the so-called Contra rebels fighting the Managua government, has described Nicaragua as a "safe house" and "command post for international terrorism."

Mr Ortega warned that US troops on exercises in Honduras would be at risk if they entered into combat in "frontier territories" in support of the Contras.



KUALA LUMPUR

When you travel abroad for business or pleasure, the Visa Card and Travellers Cheques are all you need.

Your Visa Card means you can use the most widely accepted name in the world for travel, shopping and entertaining - at nearly 5 million locations.

Visa Travellers Cheques are welcomed just like cash around the world. If your cheques are lost or stolen they can be replaced at over 60,000 locations worldwide, usually within 24 hours.

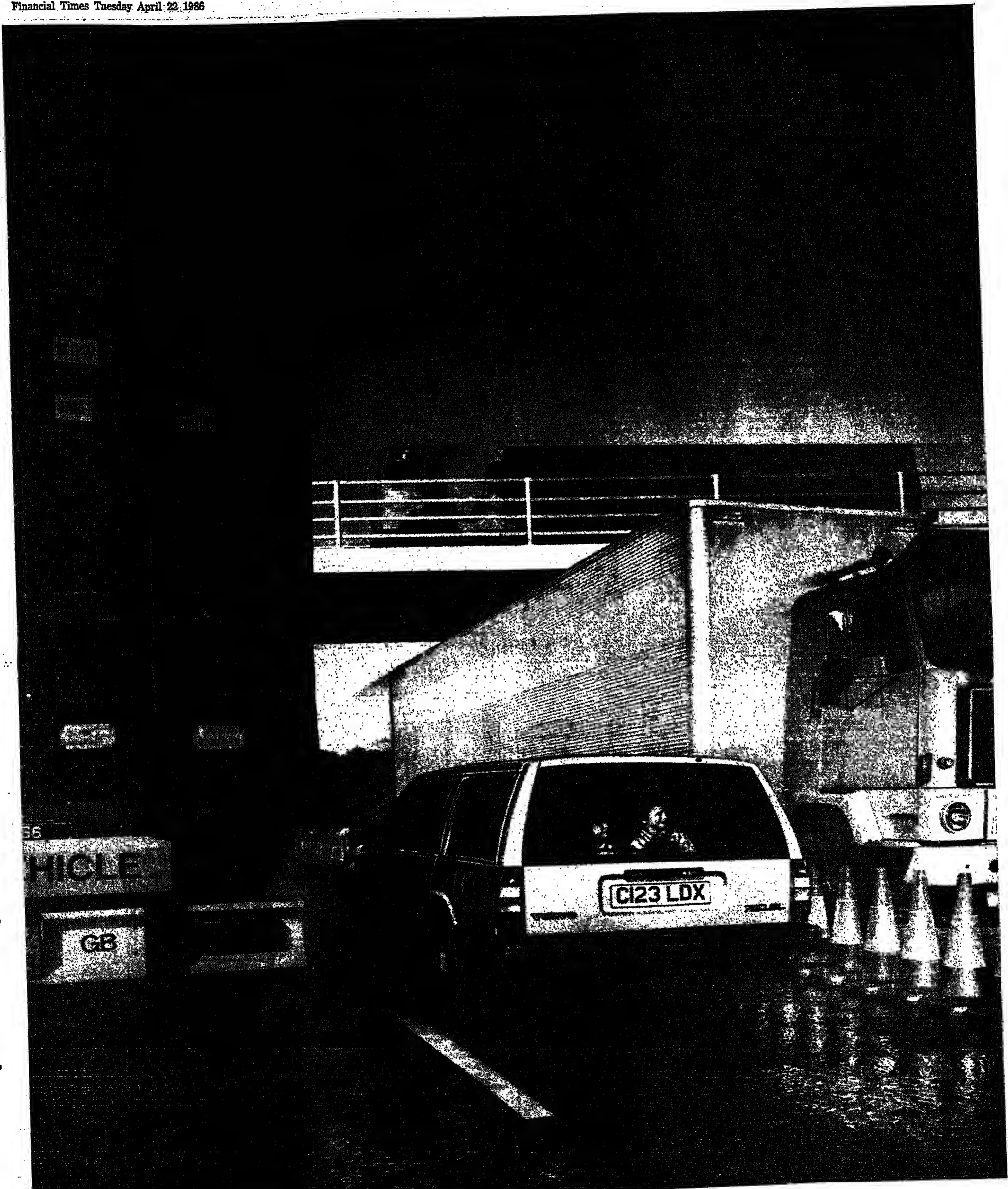
Travel around the world confidently. Travel with Visa.



All you need.

FIRST CITY BANK CORPORATION OF TEXAS, INC. US\$100,000,000 FLOATING RATE NOTES DUE JANUARY 1995





**ON TODAY'S ROADS, THERE'S NO SUCH THING AS AN OVER-PROTECTIVE PARENT.**

Driving has never been such a hazardous business.

Today, there are twice as many vehicles on the road as there were 20 years ago.

But only 10% more roads.

With the result that there are now 95 vehicles per mile of road, and a staggering 11,600 vehicles per mile of motorway.

Never has a Volvo made more sense.

The 740 Estate pictured here is built around our famous rigid steel safety cage, with impact-

absorbing crumple zones front and rear. As well as the two seat belts in the front, there are three in the back.

And if you have young children, you should have one of our rear-facing child seats.

It seats two, and is equipped with integral head restraints and 3-point seat belts.

In the event of a frontal collision, the impact is absorbed by the seat back instead of the seat belt.

The 740 Estate doesn't just help you survive

accidents, it helps you avoid them in the first place. Its 2.3 litre engine produces maximum torque in the mid-speed range.

Which means overtaking isn't such a risky undertaking.

That, together with rack and pinion power steering and dual circuit servo-assisted brakes, makes the car ideally equipped to steer clear of trouble.

And these days, there's an awful lot of trouble to steer clear of.

To: Volvo, Springfield House, Princess Street, Bristol BS3 4ER. For a brochure, telephone (0272) 217082 or post the coupon. 75/79-05 F-16.

Mr/Mrs/Miss \_\_\_\_\_

Address \_\_\_\_\_

Postcode \_\_\_\_\_

**THE NEW VOLVO 740 ESTATE, FROM £11,224.**

THE NEW VOLVO 740 AND 760 ESTATES. PRICES FROM £11,224 TO £18,180 INCLUDING CAR TAX AND VAT (DELIVERY AND NUMBER PLATES EXTRA). AUXILIARY REAR SEAT £389 INCLUDING FITTING AND VAT. CORRECT AT TIME OF GOING TO PRESS.



# WE'VE YET TO FIND AN INVESTMENT OPPORTUNITY THAT'S TOO CHALLENGING.

At 3i we love a challenge.

Which is why we're prepared to accept a higher level of risk than most.

And we're just as willing and able to help the £500 million company as those starting up.

For very good reasons.

First, it is our own money we invest.

Secondly, we have industrial as well as financial skills—a key factor in judging risk.

And, thirdly, we have imagination.

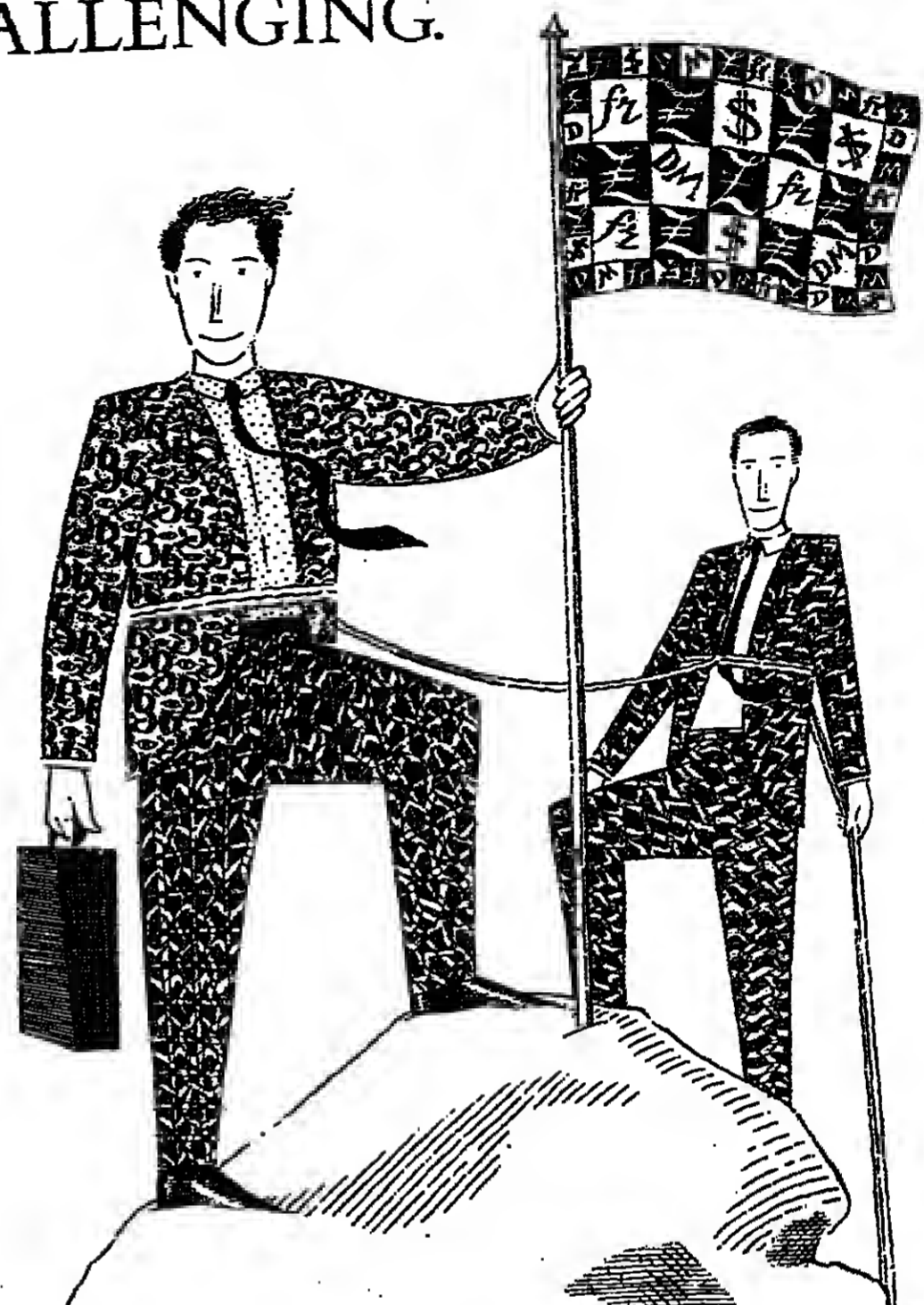
So perhaps it's not surprising that even the largest companies call on us for the cornerstone role we can play.

Yes, we are much more than mere lenders of money.

We like to see our business as the creation of wealth. And ourselves as creative.

**3i**

THE CREATIVE USE OF MONEY.









### UK NEWS

# Leather industry shows highest rate of return

BY PETER RIDDELL, POLITICAL EDITOR

THE LEATHER goods sector has the highest rate of return of 29 industries, according to a Department of Trade and Industry (DTI) survey. The first results of the DTI's analysis of the published accounts of industrial and commercial companies for periods ending in the year to March 31 1985, were disclosed yesterday in a parliamentary written answer from Mr John Butcher, a junior industry minister. Full details will be published early in May.

The figures are of ratios of net income to average net assets for large companies - those with capital employed of more than £3.2m. These ratios are one widely used measure of rates of return.

The sector with the highest ratio on this definition for the period concerned was leather and leather goods manufacturing, with a 27.2 per cent ratio of net income to average net assets. This was followed by tobacco and electrical and electronic engineering.

The period was one of strong recovery in profits for most sectors of industry, in view of the growth in the economy, the more competitive exchange rate and a slowdown in

## FT/CBI SURVEY OF DISTRIBUTIVE TRADES

# Retailers over-optimistic on sales

BY GEORGE GRAHAM

BRITAIN'S RETAILERS and motor traders, found that sales volume did not rise as fast in March as had been expected, but a slight improvement is expected in April. Of the 590 respondents in the survey, 33 per cent recorded sales last month higher than a year ago, compared to 27 with lower sales - a balance of 26 per cent.

The balance of distributors reporting that their sales were good for the time of year fell to 14 per cent the lowest level in the past year. Orders placed with suppliers were also lower than expected, with a balance of 22 per cent to decline further in April.

Retailers also reported slow sales growth. The balance reporting that sales were better than a year earlier fell to 35 per cent, the lowest

since the survey began. A balance of only 12 per cent reported that sales were good for the time of year, perhaps reflecting the cold weather.

Footwear and leather shops and retailers of household textiles and furniture reported sales lower than a year ago and poor for the time of year. Grocers continued to report good increases in sales volumes and appear the most optimistic about sales prospects in April.

Only confectionery, tobacco and newspaper shops expect April's sales to be lower than in 1985. For retailers as a whole a balance of 42 per cent expects increased sales.

Among wholesalers, a balance of 23 per cent, the lowest for a year, reported March sales better than a year ago. A relatively low number

# Range Rover model launched with Italian diesel engine

BY KENNETH GOODING, MOTOR INDUSTRY CORRESPONDENT

LAND ROVER, the state-owned BL subsidiary, is using an Italian engine for the first diesel-powered version of the Range Rover, launched today at the Turin motor show.

The new model will play a key part in the company's sales drive on the European continent. It is expected to boost considerably Range Rover sales in markets, such as France, Italy and Spain, where diesel fuel costs are relatively low.

Land Rover and the state-owned VM company, based at Cento, near Bologna, have together spent £5m over the past two years to develop a standard VM unit which they claim is an exceptionally powerful diesel engine. They say it gives the luxury, all-wheel-drive Range Rover an impressive performance both on the road and across country.

VM (Stabilimenti Meccanici VM), part of Italy's IRI state industrial holding group, was chosen by Land Rover after another project, with the Perkins company in the UK, was aborted in 1983.

The joint venture, to develop the V8 Rover engine into a diesel -

# Textiles 'leading manufacturing output'

BY ANTHONY MORETON, TEXTILES CORRESPONDENT

THE BRITISH textile industry is now producing at levels well ahead of the rest of the manufacturing sector and in many cases ahead of competitors in Europe, Mr Harry Leach, president of the British Textile Confederation, said yesterday.

Presenting the 1985 annual report and review of 1985-86 he re-

ported output per man had gone up by 5 per cent last year and was now 40 per cent ahead of its level in 1980, "a record well above that of British industry as a whole."

Textiles had been one of the star performers in the British economic scene, he said. "Modern electronically controlled, ultra-high-speed equipment and a greatly improved working environment are transforming conditions in the industry."

This bright picture of an industry often portrayed as being one of the sunset sectors had come about after a period of enormous change. Since 1978, at the onset of the recession, the industry had lost 200,000 jobs, a loss Mr Leach described as "a human tragedy."

# Cummins to buy BL offshoot

BY JOHN GRIFFITHS

CUMMINS ENGINE, the US diesel engine group, has agreed in principle to buy Self-Changing Gears (SCG), a subsidiary of state-owned BL's Leyland Vehicles.

The agreement was announced yesterday on the eve of a meeting of the full BL board to consider the merits of bid proposals from four parties for its Land Rover division.

Like Self-Changing Gears, Land Rover forms part of Land Rover Leyland, which embraces all BL's commercial vehicle operations. SCG, which is based near Coventry, designs and manufactures automatic transmissions for commercial and military vehicles.

The acquisition is one of a series made by Cummins recently in Europe and the US, as part of a strategy to widen its operations from engine manufacturing to include engine-related products and services.

# Break in Atlantic cables disrupts communications

BY WALTER ELLIS

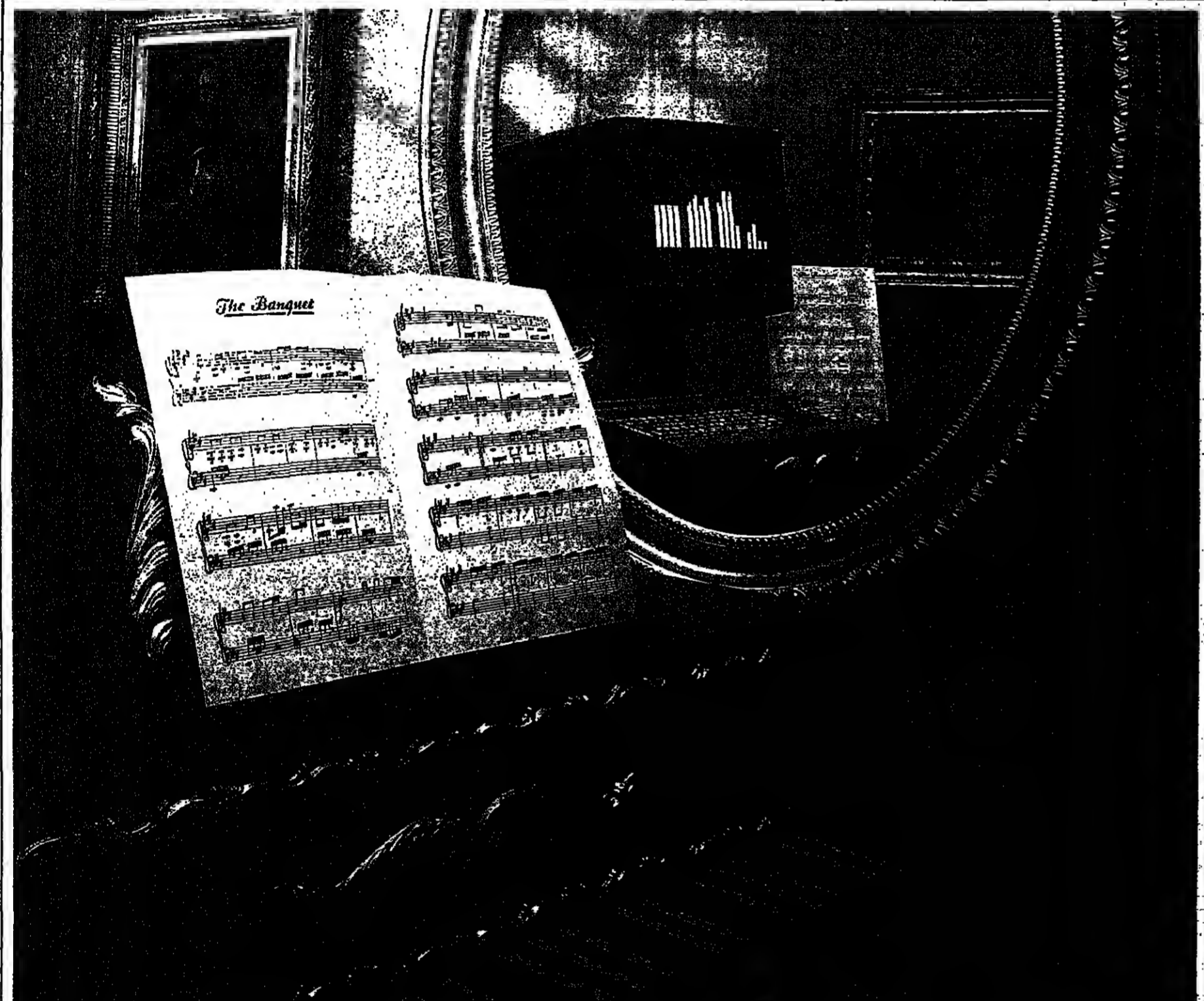
TWO TRANSATLANTIC telephone cables (Tals) linking Britain and the US were accidentally cut last Friday afternoon, creating weekend communications difficulties between the two countries.

It is hoped the cables will be repaired by this weekend. In the meantime lost services have been routed via satellite and other cables so no further delays are expected.

It is thought that the accident - which took place near the US coast - was caused by a trawler dragging its anchor across the cable on the seabed. A specialist vessel belonging to the American AT&T telecommunications company began work yesterday to locate the break.

Among the casualties of the accident was the Financial Times, Monday morning's US edition of the paper, printed in New Jersey but transmitted by facsimile process from Europe, could not be produced. Copies were flown instead from Frankfurt.

The Tals transatlantic link from London is vital to the error-checking facility, vital to the process, is achieved via the Atlantic cable system and it was here that the problem arose.



So different, in fact, that 'unique' would be a more apt description of Europe's most harmonious solutions.

We're talking about Integrated Information Systems, in which 4th Generation Language is used to link our SIBAS database with existing applications software and/or new systems. (Whether written in our 4GL or in conventional programming languages.)

Which, in plain English, makes for a uniquely well-informed organisation: one with a complete Office Information System; a Flexible Manufacturing System; a Maintenance System, capable of monitoring every aspect of plant performance; or a... well, you name it, we'll tailor it.

Furthermore, non-DP management becomes an integrated part of the system.

For readers in that category, we offer the following analogy:

## NORSK DATA CONDUCTS A VERY DIFFERENT FOURTH-GENERATION PROGRAMME

**UNIQUELY ORCHESTRATED INFORMATION.**

In order to perform, an orchestra needs an overall score, a conductor, and numerous individual musicians. In computer terms, the score is the database.

The conductor is the DP Manager. And each musician has keyboard access to his own part of the score.

Though the audience appreciates the resulting music, most of its members are in the position of management frustrated by traditional computer languages.

**UNIQUELY ACCOMMODATING**

So here, at last, is a system that allows DP and non-DP management to work together.

One, moreover, that will happily integrate with your existing systems. No wonder Norsk Data has become

Europe's leading name in supermini innovation.

**AND UNIQUE ACCOMMODATION.**

Symbolic of our commitment to Britain is our country house HQ, renovated and converted into a superbly fertile working environment.

If you give us a ring, we'll extend an invitation. (Unless, of course, you'd prefer us to make our overtures in your own office.)

**Norsk Data**

**EXTRA EFFORT: THAT'S THE DIFFERENCE.**

Norsk Data Ltd, Benham Valence, Newbury, Berks RG16 8LU. Telex: 849819. Telephone: (0635) 35544

Also at London, Manchester & Edinburgh

### Base Rate Change

With effect from Monday, 21st April, 1986

**Co-operative Bank**

Base Rate changes from 11.00% to 10.50% p.a.

Deposit rates will become:	GROSS INTEREST	NET INTEREST
7 days notice	6.38%	4.75%
1 months notice	6.69%	5.00%

**THE CO-OPERATIVE BANK**

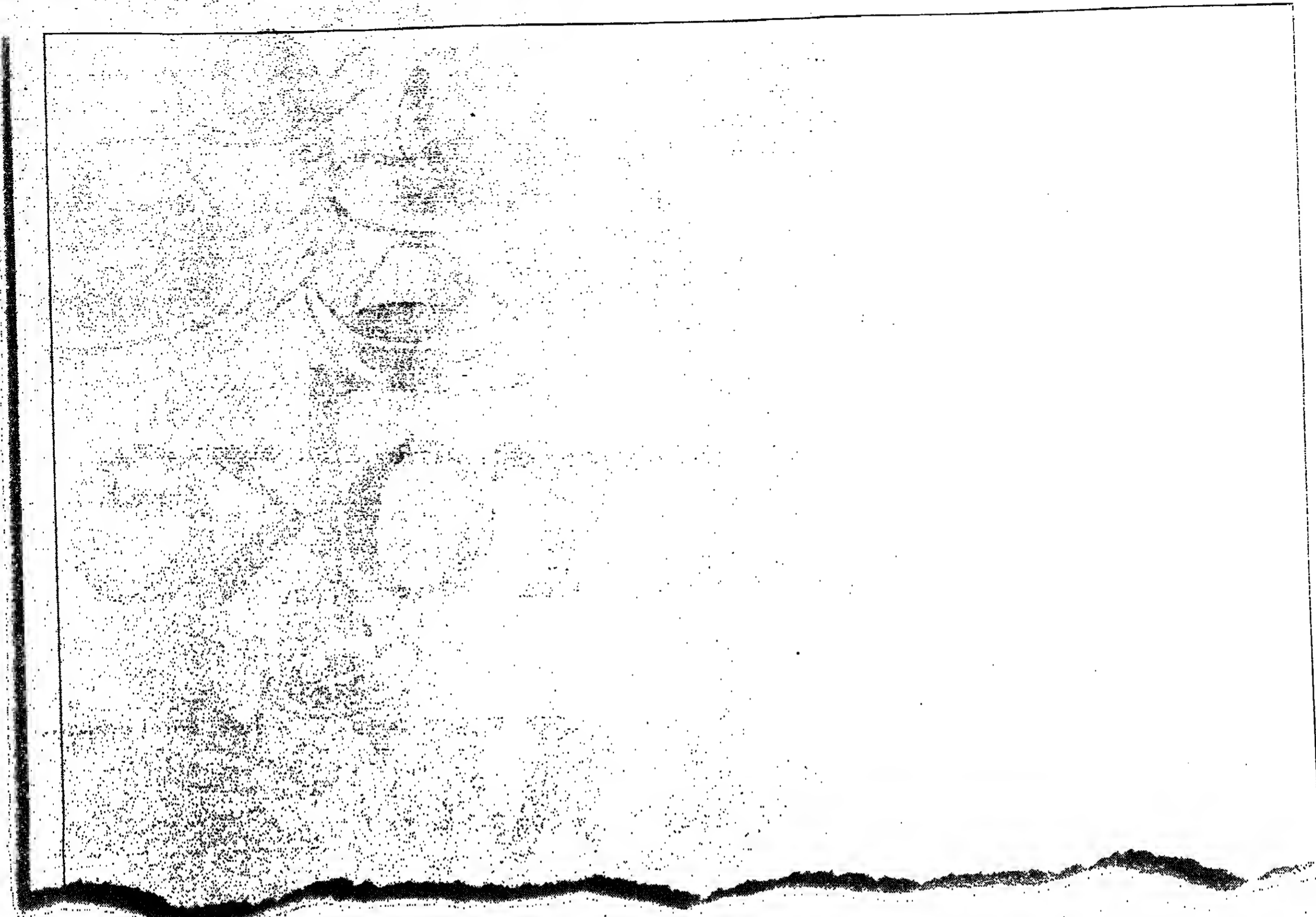
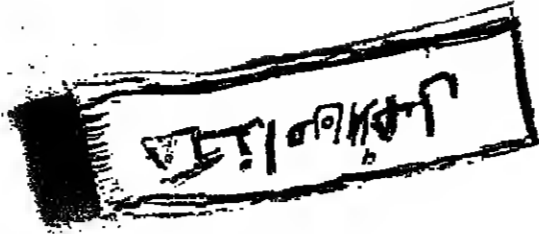
Co-operative Bank p.l.c. PO. Box 101, 1 Balloon Street, Manchester M60 4EP.

### Bank of Ireland

announces that with effect from close of business on the 22nd April, 1986 its

**Base Rate for Lending is reduced from 11% to 10½% per annum**

**Bank of Ireland**



# This page is like your personal computer's potential. Half of it is wasted.

Over the years personal computers have become just that - personal. All their intelligence and diligence is confined to their own user.

Whether he's a marketing, financial or production manager, or an engineer, departmental attitudes leave each unaware of the others' needs.

And poor company relationships never made a rich company.

That's why ITT aims to get your personnel, and your personal computers working together inexpensively.

We'll do this with a system called Office 2000. It simply links up your computers like a telephone network. From then

on, no PC will keep itself to itself. It'll be working to the full, sharing its information with every department.

Connections with data bases, mainframes, and electronic mail will be pushing PCs to their utmost capacity. And your staff will be pulling together to make better, and more innovative decisions.

And far from having to throw away any existing equipment, with your company's improved performance, you'll probably be needing more.

That's why Office 2000 provides a whole range of hardware and software with interworking in mind. From digital exchanges to the ITT XTRA™ family of personal computers.

The ITT XTRA XP is just about the fastest PC, so even as a stand alone, it'll boost your personal productivity. Like the

rest of the Office 2000 range, it is the result of over a hundred years in communications and information management at ITT.

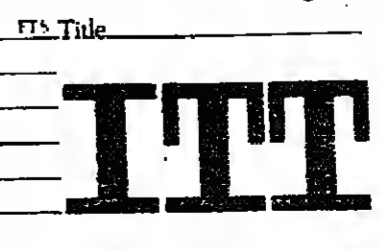
And the way we've managed to invest \$1 billion a year in research and development is proof enough of the resources, and the commitment, to provide a service well into the 21st Century.

Right now though, all we're asking you to invest in is the price of a postage stamp, for our Office 2000 information pack. Unlike your company PCs, it'll give you the full story.




To: Office 2000, ITT Europe, Avenue Louise 480, B-1050 Brussels, Belgium.

Name \_\_\_\_\_  
Company \_\_\_\_\_  
Address \_\_\_\_\_  
Tel: \_\_\_\_\_



**OFFICE 2000**  
INFORMATION MANAGEMENT



# Ladbroke Now Own Texas. (Sorry, J.R.)

This week, Ladbroke completed its purchase of Home Charm, the giant DIY chain.

Trading under the Texas Homecare brand name, Home Charm has 136 superstores with more than 3½ million square feet of retail selling space.

Texas is already one of the top two DIY chains in Britain and Ladbroke are dramatically stepping up the development plans.

In 1986 we'll be opening 21 new Texas superstores, fifty per cent more than planned.

We'll also be helping Group profits by combining the warehousing and distribution systems of Texas and Laskys.

(If you think it makes sense to sell Laskys products in Texas, you're right. Starting next month they go into 8 test stores.)

With our experience in running national chains (we already manage over 2,500 outlets) we're confident we can make Texas even more successful than it is.

Turnover for the first quarter of 1986 was 30% up on the same period last year, so we're coming in on a high.

DIY retailing is a fast-growing leisure time industry and Texas will become our fourth core business alongside hotels, property and racing.

In 1985, the Ladbroke Group reported record profits of £75 million—50% up on 1984.

We're confident that 1986 will continue the trend.

**Ladbroke. The Far From Leisurely Leisure Group.**





J. J. J. J. J.

Letters to the Editor

Arguments against the UK joining the EMS

From Mr P. Robeson. Sir—in your Editorial of April 18 you again urge full UK participation in the European Monetary System...

April 1 no recognition at all was given to the arguments against entry at present put forward in my article which you published on January 8...

Profit sharing and added value

From Mr D. Gorman. Sir—Mr J. Murrell (April 17) suggested that the Chancellor's proposals to encourage profit-sharing are aiming at the wrong target...



Beware of improvements

From Mr C. Leslie. Sir—Six years ago I designed and built my house with energy conservation in mind...

Undebated legislation

From Mr F. Bleasdale. Sir—After 500 pages of new legislation in the Finance Bill, the Finance Act of 1984 and 1985 Charles Beattie (April 18) is right to complain about the inordinate length of this year's 200 page Finance Bill...

The profitable future of steel

From Mr A. Montgomery. Sir—I hope the Government will seriously consider the ideas put up by Dr Kay on April 19...

Tax law records contest

From Mr T. Edmunds. Sir—Referring to Mr Beattie's letter (April 16), which complained that the increase in tax since 1978 has both created and benefited an "empire" of civil servants...

Complaints to Telecom

From Mr A. Dalgleish. Sir—You report an increase in complaints concerning telecommunications services after privatisation (April 18). Could this not be because, under State ownership, people knew that it was useless to complain?

The doctrine of eclectic pragmatism

From Mr R. Bootle. Sir—in advance of last Wednesday's speech by the Chancellor at the Lombard Association, Tim Congdon warned (April 16) of the dangers of ignoring EMS...

Treasury think that the UK economy will grow at about 3 per cent this year, but with a tendency for growth to decelerate next year. Recent statistics on industrial production and unemployment have served, if anything, to increase doubts about the economy's strength...

King Juan Carlos visits Britain

The Spanish jigsaw fits

By David White in Madrid

THE FROG that turns into a prince in the children's story has its modern political equivalent in King Juan Carlos of Spain, who arrives on a state visit to the UK today...



At 48, Juan Carlos these days takes more of a backseat position than that of other constitutional sovereigns. But he plays a behind-the-scenes role in foreign relations, and Spaniards know they can call on his intervention if necessary...

Tomorrow King Juan Carlos will do something no foreign monarch has ever been asked to do when he addresses the two Houses of Parliament (only three foreign presidents have had this opportunity)...

of a just order," solid support for Mr Adolfo Suarez as Prime Minister during the transition period, and above all his intervention when right-wing army officers attempted a coup five years ago...



Advertisement for CNT Property Centre. Text includes: 'COMMISSION FOR THE NEW TOWNS', 'CNT PROPERTY CENTRE', '01-935 6100'.

Visit property in 13 towns across the country from the comfort of your phone.

The problem about re-locating or expanding your business is having to sift through long lists of candidate sites and properties. It's the same problem if you're looking for investment or development opportunities...

London - Newcastle - Central Lancashire - Derby - Crawley - Exeter - Harlow - Huddersfield - Ipswich - Luton - Milton Keynes - Northampton - Reading - Southampton - Stevenage - Welwyn Garden City









**INTL. COMPANIES and FINANCE**

**Oil price likely to hit OMV**

By Patrick Blum in Vienna  
OMV, Austria's state-owned oil and gas group, is expecting sharply reduced profits for 1985 and 1986 because of the fall in oil prices. Dr Herbert Kees, group chairman, said provisional figures for 1985 showed profits before tax and allocations to provisions had fallen by more than 40 per cent from Sch 1.78bn (\$1.1bn) in 1984 to about Sch 1.1bn in 1985 on an increased turnover of Sch 62bn. Dr Kees blamed the rapid fall of oil prices since the autumn for the lower profits. He predicted that the group's turnover would fall sharply in 1986 but that it would still report positive results at the end of the year because of savings of about Sch 1.5bn resulting from a reduction of exploration activity in Austria and from rationalisation measures. OMV is planning to buy 4.8m tonnes of crude oil this year, of which about 1m tonnes will be bought from the Soviet Union, Austria's largest source of crude oil, 500,000 tonnes from Mexico and 300,000 tonnes from Venezuela. This is a sharp increase in purchases outside the Arab states. No figures were given for purchases from Libya.

**Gypsum board accepts new buy-out offer**

By Our Financial Staff  
THE BATTLE for control of National Gypsum, the second largest US plasterboard producer, appears to be drawing to a close following the board's acceptance of a revised proposal from a management buy-out group. The group is offering \$46 in cash and \$44 face amount of debentures for each of National Gypsum's shares, against a \$64 cash bid from Wickes Companies, the US building materials retailer. National Gypsum has entered a definitive merger agreement under which it will become a wholly owned subsidiary of a holding company formed by the acquiring group. A special meeting of shareholders will vote on the deal on Friday.

**Norwegian aluminium groups plan merger**

BY FAY GJESTER IN OSLO

NORSK HYDRO, the Norwegian energy and industrial group, seems set to merge its aluminium division with Norway's state aluminium concern, ASV, to create one of the two largest groups in Europe and one of the six or seven largest in the world.

A merger scheme is due to be put before the cabinet on Thursday. If endorsed by the Government, it can expect almost unanimous support in the Storting (parliament). Several earlier merger attempts - all backed by the governments of the day - have failed. Despite the state controlling share in Norsk Hydro, and its 100 per cent ownership of ASV, no minister of industry has been willing to enforce a marriage between unwilling partners.

This time a formula appears to have been found which is acceptable to both management and labour in both concerns. It involves

the creation of a new company, incorporating ASV and all Norsk Hydro's aluminium activities, in which Hydro would have a controlling stake.

The exact amount of Hydro's initial stake is understood still to be under discussion, but the proposals now being considered would allow it to increase its majority share to at least 90.10 per cent, after a given number of years, so that it could consolidate the new company in its accounts.

ASV employees were previously unwilling to see Hydro secure such a large share of the merged company. Since then, however, it has become apparent that the alternative to a merger with Hydro would be some kind of link between ASV and a foreign aluminium group - Germany's VAW was thought to be a candidate. The ASV workers have now decided they prefer a Norwegian partner.

**FN Herstal counts cost of strike**

By Paul Cheeseright in Brussels

FABRIQUE NATIONALE HERSTAL, the Belgian arms and aeronautics manufacturer, has reported net profit for last year of just BFr 6.8m (\$149,000).

But the group as a whole, with plants in the US and Europe and covering activities from sporting goods to industrial services, lost BFr 4.8m on a consolidated turnover of BFr 33.9bn.

For this year, FN has been predicting turnover for the parent at BFr 24.8bn, just 2.2 per cent higher than last year, but it disclosed yesterday that a prolonged strike at the plants near Liège has already put the company BFr 2.5bn behind targets.

FN said it was taking measures to make up the lost ground and found it difficult to calculate the likely effect of the strike on this year's figures.

**Swiss Bank makes good progress**

BY JOHN WICKS IN ZURICH

SWISS BANK Corporation of Basle reported good progress in virtually all sectors for the first quarter of this year with earnings above those for the corresponding period of 1985.

The bank, which expected the favourable trend of business to continue, said commission income showed a particularly strong growth due to high trading volumes on the stock exchange and active underwriting business.

Revenue from securities and foreign exchange dealing also rose further while increased business vol-

umes led to improved net interest earnings.

The balance sheet total expanded by 1 per cent to SFr 139.2bn (\$71.7bn) in the quarter with smaller foreign lending activities resulting in a 1.3 per cent drop in advances to customers. Customer deposits declined by 1.2 per cent because of the weaker dollar.

The overall growth in the balance sheet was due to greater inter-bank business, with the due-to-banks total up 9.7 per cent and the due-from-banks sum up 4.6 per cent.

Leu, the Zurich bank which is the smallest of Switzerland's Big

Five, reported a "very gratifying operating result" with gross profits for the first quarter substantially more than those for the same period last year.

A considerable increase in operating costs had been more than made up for by improved interest income and by a rise in commission earnings resulting from good securities business.

The Leo balance sheet total rose 2.9 per cent to SFr 13.33bn, due primarily to increased customer deposits and by loans and advances to customers.

**North American quarterly results**

AMERICAN BRANDS Tobacco products, office supplies, etc.			COMBUSTION ENGINEERING Industrial equipment			W. F. GOODRICH Tyres, chemicals & industrial products		
First quarter	1985	1986	First quarter	1985	1986	First quarter	1985	1986
Revenue	2,110m	1,730m	Revenue	536.2m	547.4m	Revenue	728.8m	774.1m
Net profit	114.3m	107.8m	Net profit	11.87m	7.70m	Op. net profit	122.8m	2.2m
Net per share	2.91	1.92	Net per share	0.32	0.22	Op. net per share	10.59	0.06

BANK OF NEW ENGLAND Banking			CONTINENTAL TELEPHONE Independent phone systems			MARTH & MCLENNAN Insurance broking		
First quarter	1985	1986	First quarter	1985	1986	First quarter	1985	1986
Revenue	28.4m	28.8m	Revenue	696.6m	600.7m	Revenue	446m	322m
Net profit	28.4m	28.8m	Net profit	48.1m	125.5m	Net profit	1.96m	1.64m
Net per share	1.86	1.27	Net per share	0.54	1.53	Net per share	1.77	1.50

مركز الاموال

This announcement appears as a matter of record only.

**ASTRA**

(Incorporated in the Kingdom of Sweden with limited liability)

**U.S. \$100,000,000 Euro-Commercial Paper, Stand-By Revolving Credit, Short-Term Advances and Sterling Bill Facility**

Arranged by

**Enskilda Securities**  
Skandinaviska Enskilda Limited

Euro-Commercial Paper Dealers

**Credit Suisse First Boston Limited**

**Enskilda Securities**  
Skandinaviska Enskilda Limited

Managers and Tender Panel Members

**Bank of America NT & SA**

**Credit Suisse**

**National Westminster Bank Group**

**Skandinaviska Enskilda Banken**

**Svenska Handelsbanken Group**

Sterling Bill Agent

**National Westminster Bank PLC**

Facility and Tender Agent  
**Skandinaviska Enskilda Banken**

Issuing and Paying Agent

**Manufacturers Hanover Limited**

March, 1986

NEW ISSUE  
These Bonds having been sold, this announcement appears as a matter of record only.

April, 1986

**Yen 10,000,000,000 TOTAL Compagnie Française des Pétroles**



6 per cent. Bonds due 1991  
Issue Price 101½ per cent.

- |  |  |
|--|--|
| Sumitomo Finance International               | Prudential-Bache Securities International      |
| Bank of America International Limited        | Bank of Tokyo International Limited            |
| Banque Bruxelles Lambert S.A.                | Banque Nationale de Paris                      |
| Banque Paribas Capital Markets Limited       | Chase Manhattan Limited                        |
| Chemical Bank International Limited          | Citicorp Investment Bank Limited               |
| Commerzbank Aktiengesellschaft               | La Compagnie Financière                        |
| County Bank Limited                          | Crédit Commercial de France                    |
| Credit Suisse First Boston Limited           | Daiwa Europe Limited                           |
| Deutsche Bank Capital Markets Limited        | Dresdner Bank Aktiengesellschaft               |
| Fuji International Finance Limited           | Générale Bank                                  |
| IBJ International Limited                    | Mitsubishi Finance International Limited       |
| Morgan Stanley International                 | The Nikko Securities Co., (Europe) Ltd.        |
| Nomura International Limited                 | Société Générale                               |
| Swiss Bank Corporation International Limited | Union Bank of Switzerland (Securities) Limited |

NEW ISSUE  
These Bonds having been sold, this announcement appears as a matter of record only.

April, 1986

**U.S. \$100,000,000 Sumitomo Finance (Asia) Limited**

(Incorporated with limited liability in the Cayman Islands)

Zero Coupon Guaranteed Notes due 1991



Unconditionally guaranteed as to payment of principal by

**The Sumitomo Bank, Limited**

(Incorporated with limited liability in Japan)

Issue Price 68 per cent.

- |  |  |
|--|--|
| Sumitomo Finance International                 | Credit Suisse First Boston Limited           |
| Daiwa Europe Limited                           | First Interstate Capital Markets Limited     |
| Goldman Sachs International Corp.              | Morgan Stanley International                 |
| Banca del Gottardo                             | Bankers Trust International Limited          |
| Banque Bruxelles Lambert S.A.                  | Banque Paribas Capital Markets Limited       |
| Barclays Merchant Bank Limited                 | Citicorp Investment Bank Limited             |
| County Bank Limited                            | Crédit Commercial de France                  |
| Crédit Agricole                                | Deutsche Bank Capital Markets Limited        |
| Dresdner Bank Aktiengesellschaft               | Générale Bank                                |
| Lloyds Merchant Bank Limited                   | Meiko Securities Co., Ltd.                   |
| Merrill Lynch Capital Markets                  | The Nikko Securities Co., (Europe) Ltd.      |
| Nomura International Limited                   | Orion Royal Bank Limited                     |
| Prudential-Bache Securities International      | Salomon Brothers International Limited       |
| Shearson Lehman Brothers International         | Société Générale                             |
| Sumitomo Finance (Middle East) E.C.            | Swiss Bank Corporation International Limited |
| Union Bank of Switzerland (Securities) Limited | Yamaichi International (Europe) Limited      |

INTERNATIONAL COMPANIES and FINANCE

Europe turns to rating agencies

BY ALEXANDER NICOLL

CREDIT RATING agencies are a sine qua non in the US debt markets. Yet the Eurormarkets have generally managed to get by without them. Now, the agencies believe the picture may be changing.

True, many Eurobond issues are rated, and there are a growing number of professional investors who look for ratings. But when pricing and buying issues, traders and investors tend to rely more on gut feelings about the borrower's creditworthiness than on formal, independent assessments.

Mr Maxwell Logan, manager of the Moody's Investors Service office now being set up in London, says: "ECP is of particular concern because bankers are telling us that they're recommending their clients to get ratings. We think that the bonds for which the borrower already has a long-term debt rating, and also rates 18 ECP issuers.

Shareholders initiated an agreement to set up the new company at a meeting in London yesterday. They are under good day. They are under good day. They are under good day.

At a core of end-investors in ECP is being established away from the banks. No banker is likely to be too specific about who they are, but they include central banks, state agencies, money funds on both sides of the Atlantic, and corporate buyers.

Another competitor may emerge out of a takeover battle now in progress. Extel, the UK business and sporting information group, is fighting a hostile bid from a vehicle company, called Demerger, set up by Mr Michael Rhode and Mr Peter Earl.

Corporates are the key. Since most industrial companies do not have credit assessment departments, they are the most likely category of investor to need independent ratings if they are to invest their day-to-day cash surpluses in ECP.

Mr Brian Woolley, an executive director of Citicorp Investment Bank, believes that a rating system will take hold when there is a "critical mass" of paper within which there are price differences between rated and unrated instruments.

\$450M note facility for Coca Cola subsidiary

By Alexander Nicoll

EBS FINANCE, a special purpose subsidiary established by Coca Cola last year to finance receivables of its Columbia Pictures unit, is adding a \$450m note facility to the \$800m it raised in a similar deal.

This puts it among the biggest corporate borrowers in the Eurormarkets. The receivables being financed, which are bought by EBS, are payments from television stations for Columbia Pictures films and television productions.

Salomon Brothers International, which arranged the first facility last June, is also arranging the new one, which is one year longer at five years (though the average life will be not more than three years).

Welcome respite in issue activity but no sell-off

By CLARE PEARSON

THERE WAS a welcome respite in the volume of Eurobond issues yesterday after last week's avalanche. Bid prices were thin on the ground as most traders' books were full.

Those borrowers that did bring new deals to this unenthusiastic market were generally well-known names. For instance, Banque Francaise du Commerce Exterior issued a \$100m bond.

Dalve launched a \$100m seven-year deferred coupon bond for Citicorp. For the first five years payments of interest will be rolled up and then paid in a lump sum.

In the Australian dollar market, ENI International, part of the Italian state petrochemicals group, launched a \$250m zero-coupon bond, maturing in 2000.

seven-year bond bears a coupon of 7 1/2 per cent. Even taking into account an issue price of 100 1/4, the bond is more generous than those seen last week.

The largest issue ever made in the French market was announced for Province of Quebec, lead-managed by Credit Commercial de France. The FF 800m issue has a life of 15 years: a coupon of 7 1/2 per cent and an issue price of 100 1/4.

Mass Transit Railway funding

THE Mass Transit Railway Corporation has increased its ability to raise funds through the issue of commercial paper by adding HK\$500m uncommitted facilities. Revised reports from Hong Kong.

CRA chief sees improvement

BY KENNETH MARSTON, MINING EDITOR

SIR RODERICK CARNEGIE, chairman of CRA, the Rio Tinto-Zinc group's Australian arm, thinks that the worst of the world recession for metal producers may be over.

Helped by a tax recoupment CRA's earnings before extraordinary items recovered last year to \$357.5m (US\$63m) from \$339.5m.

Bank Hapoalim's earnings up by 85%. The improved performance from Israel's second largest commercial bank was in line with the rest of the sector.

BAKOLA strengthens its position in 1985

1985 at a glance\*

Table with 2 columns: Balance sheet total, Due from banks, Securities, Due from non-banks, Due to banks, Due to non-banks, Own bearer bonds, Capital and reserves. Values in DM billion.

\* preliminary results as of December 31, 1985

Badische Kommune Landesbank, Mannheim - one of Southwest Germany's major universal banks - again achieved satisfactory results in 1985.

The balance sheet total rose by 6% to DM 25.8 billion. Lending activities also grew, increasing by 3.9% to DM 18.6 billion.

already prominent position in forfeiting. The London branch and the wholly-owned subsidiaries - BAKOLA LUX, BAKOLA (SWITZERLAND) LTD, and FFZ - also recorded a successful 1985.

BADISCHE KOMMUNALE LANDESBANK GIROZENTRALE

Head Office: Augustaanlage 33, D-6800 Mannheim I (West Germany), Tel. (621) 458-2590 Branch in London. Subsidiaries in Luxembourg and Zurich

Bank Hapoalim earnings up by 85%

By Lynne Richardson in Tel Aviv BANK HAPAOALIM yesterday reported net earnings of US\$4m for last year, up 85 per cent.

W. German bourses agree to reforms

By Jonathan Carr in Frankfurt WEST GERMANY'S eight regional stock exchanges have unanimously agreed on a "mini reform" to help improve their efficiency and co-ordination in a growing foreign competition.

Major setback for Lyon foymaker

By DAVID HOUSEGO IN PARIS

MAJORETTE, the French manufacturer of toy cars, saw profits tumble by 27 per cent last year to FF 20.4m (\$2.9m).

which under its aggressive chairman Mr Emile Varon, has long been considered one of the high-flying medium-sized companies of the Lyon region.

10.3 per cent drop in turnover to FF 348.9m. In a statement, however, the firm says that sales would be up by about 20 per cent this year - helped in part by the devaluation of the franc.

FT INTERNATIONAL BOND SERVICE

Listed are the 200 latest international bonds for which there is an adequate secondary market. Closing prices as April 21.

Table with columns: US DOLLAR STRAIGHTS, OTHER STRAIGHTS, CONVERTIBLE, FLOATING RATE, BONDS. Includes various bond issues and their prices.

DEUTSCHE MARK STRAIGHTS

Table with columns: Issued, Bid, Offer, Day, Week, Yield. Lists various German bonds.

SWISS FRANC STRAIGHTS

Table with columns: Issued, Bid, Offer, Day, Week, Yield. Lists various Swiss Franc bonds.

YEN STRAIGHTS

Table with columns: Issued, Bid, Offer, Day, Week, Yield. Lists various Yen bonds.

The prices over the past week were supplied by: Kreditbank WV, Credit Commercial de France, Credit Lyonnais, Commerzbank AG, Deutsche Bank AG, Westdeutsche Landesbank Girozentrale, Banque Generale de Luxembourg SA, Banque Internationale Luxembourgeoise, Kluwerbank, Abn-Amro Bank, Nederlandse NVB, Paragon, Hielding and Pherson, Credit Suisse/Swiss Credit Bank, Abn-Amro and Smidts, Bank of Tokyo International, Citibank International, Citicorp Commercial Bank of France.

### INTERNATIONAL COMPANIES and FINANCE

## David Dodwell reports on the prospects for the Hong Kong airline flotation today

# Cathay on course for a smooth take-off

HONG KONG'S Cathay Pacific Airways has for the past two years been telling the world that anyone who flies with them will "arrive in better shape".

As the company goes public today, with the largest share offering ever mounted in Hong Kong, there is every sign that it will arrive on the territory's stock exchange in very good shape. Indeed, fuel prices and exchange rates seem likely to be swinging so strongly in its favour that a record year is being signalled. At the same time the Hong Kong stock market is pressing against record levels.

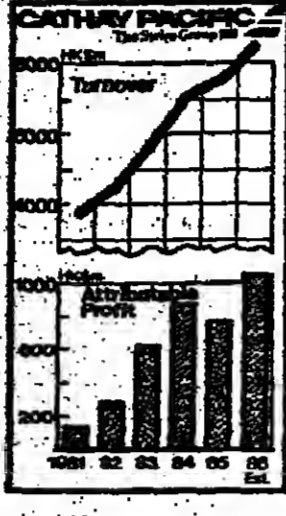
But it seems nothing is to be left to chance. To any canny Chinese investor, it will be no coincidence that Cathay Pacific's shares are to be offered to the public at HK\$3.85 a share. In Cantonese, the words for 3.88 sound identical to those meaning "very prosperous".

The original issue price was intended to be HK\$3.50, but the group's two owners—Swire Pacific with 70 per cent and Hongkong and Shanghai Banking Corporation with 30 per cent—thought it wise to forego 2 cents per share to hit the right auspicious note. With 288m shares on offer—15 per cent of the airline's issued share capital—this was a sacrifice of HK\$150m (US\$1.03m).

Cathay Pacific, which has operated since 1959 as Hong Kong's de facto flag carrier, ranks among Asia's leading airline groups. It operates some 400 flights a week to points in Asia, Europe, North America and Australasia.

As a fierce competitor with Singapore Airlines (SIA), which also went public recently in the uncomfortable wake of the Pan-Electric collapse, it has pioneered long-haul non-stop passenger flights to Europe and North America, investing heavily in one of the world's most modern fleets.

Last year it carried 3.85m passengers, earning a net profit of HK\$77.7m on a turnover of HK\$7.5bn. Profits for the current year are forecast to pass HK\$1bn, almost eight times the HK\$150m profit of 1981.



Of the 288m shares on offer, a group of 11 Hong Kong institutions have been allotted 133m—or 46 per cent—to provide a bedrock of institutional stability. A further 39.8m shares have been allotted to the 5,000 Hong Kong-based Cathay staff. This leaves the Hong Kong public bidding for about 226m shares.

In parallel with the public offer, Swire Pacific and the Hongkong Bank have placed a further 7.5 per cent of Cathay's shares with three local companies—Hutchison Whampoa and Cheung Kong, controlled by Mr Li Kashing, and Hysan Development, the property group.

As a result of these moves, Swire will be left with a 54 per cent stake in Cathay, while Hongkong Bank's holding will fall to 23 per cent. Swire says it will spend the HK\$1.5bn raised in repaying debt and investing in existing and new ventures in Hong Kong. Hongkong Bank has not disclosed how it will use its own share of the proceeds.

With most investors seeing this offering as Hong Kong's "blue chip" flotation of the year, there is every sign it will be heavily oversubscribed—some say as much as 20 times. Although the offer will not close until April 29, with share dealings not expected before May 15, "grey market" trading in Cathay shares has suggested a market price of over \$5—reflecting a 30 per cent premium over the issue price.

The buoyant mood surrounding the issue has tended to sweep aside the caution that would normally be advised in purchasing airline stocks. With fuel prices tumbling, and the Hong Kong dollar weakening against the hard currencies in which Cathay earns most of its revenue, there is every sign 1985 will be a peak year.

Even Mr Michael Miles, chairman of Cathay, admitted yesterday: "Aviation is a cyclical business, not really for the faint-hearted."

For Cathay, this is particularly the case, with the inevitable commercial cycles being hastened by unique political circumstances. In 1987, when China regains sovereignty over Hong Kong, control over air traffic rights will shift to Peking. A question hangs over Cathay's future beyond this date, in spite of the brave words from the existing management.

Political pitfalls may lay ahead, but investors seem to feel these are too distant to dampen enthusiasm over today's flotation. They seem certain to ensure that the airline will indeed arrive on Hong Kong's stock exchange "in better shape."

## Record profits for Japan securities houses

BY YOKO SHIBATA IN TOKYO

JAPAN'S BIG FOUR securities houses achieved record pre-tax profits in the half-year to March, deriving a boost particularly from bond market activity.

A reduction of the official discount rate twice during the half-year, lower oil prices and the appreciation of the yen combined to create a highly favourable climate for investment in both bond and stock markets.

More relaxed credit conditions buoyed bond trading volume. Profits from bond trading at Nomura, Daiwa and Nikko, the top three, were

JAPAN'S BIG FOUR SECURITIES HOUSES				
Parent company results, half-year to March (Ybn)				
	Nomura	Nikko	Daiwa	Yamaichi
Sales	345.74 (+28%)	200.05 (+20%)	227.79 (+25%)	179.10 (+30%)
Pre-tax profits	151.24 (+44%)	84.21 (+39%)	106.52 (+40%)	68.73 (+39%)
Net profits	38.74 (+40%)	21.44 (+30%)	41.72 (+30%)	28.05 (+29%)

more than double the levels of the previous full year. However, they showed a mixed performance in bond futures trading which began on the Tokyo Stock Exchange (TSE) last October. Daiwa

earned over ¥12.5bn (\$70.7m) in dealing profits and commission income, while Yamaichi reported a dealing loss of ¥13.1bn due to a plunge in government bond futures prices in the first month. But Yamaichi

eventually made profits from bond transactions equivalent to 60 per cent of the previous year's level.

Commission income from equity trading did not grow as fast as bond-related income, although the average daily volume on the TSE in the first half increased, particularly in February and March.

This relatively modest earning performance in stock transactions in part arose from the lower commission rates for large-volume customers at a time when institutional investors have had a growing influence on the market.

## Thai go-ahead for Westpac unit

BANK OF THAILAND has approved a plan for Australian Guarantee Corporation (AGC), a unit of Westpac Banking, to take an 80 per cent stake in First Siam Financial Corporation, a troubled finance house. Reuter reports from Bangkok. The central bank is thought

AGC a special seven-year right to hold a majority of First Siam, which has assets of some 1bn baht (\$37.7m). That law usually limits foreign equity participation in finance companies to 25 per cent. AGC will inject 120m baht into First Siam.

## Equitcorp nearer bid for ACI

THE VICTORIA Supreme Court has revoked an order vesting a 5.9 per cent stake in ACI International, the glass and building products group, with the National Companies and Securities Commission. Equitcorp Tasman, the New Zealand-owned investment com-

pany which is bidding for ACI, had sought the return of the 19.7m share parcel to nominees. Equitcorp said it hoped its initial bid document would be registered next week. Early last month it announced a cash bid of \$53.20 per ACI share, reports Reuter.

## Hindustan Lever boosts sales 75%

By R. C. Murchy in Bombay

HINDUSTAN LEVER, the Indian offshoot of the Anglo-Dutch Unilever, achieved a 74.6 per cent increase in sales to Rs 7,070m (\$589.2m) last year, and pre-tax profits rose by more than a quarter to Rs 535.6m from Rs 440.1m.

Profits after tax surged by a half to Rs 325.6m from Rs 276.8m. The dividend is being raised by 8.2 percentage points to 30 per cent.

Hindustan Lever, which ranks fourth by sales in India's private corporate sector, manufactures chemical fertilisers, soaps and detergents, of which it is the market leader.

The company plans to diversify into biotechnology and agricultural chemicals. Dr Ashok Garguly, the chairman, says he is to study the possibilities of using advanced technology in natural polymers from National Starch and Chemical, a Unilever subsidiary in the US.

*This advertisement appears as a matter of record only*

### FIAT FINANCE AND TRADE LTD.

*(Incorporated with limited liability in the Cayman Islands)*

U.S. \$100,000,000

**Guaranteed Floating Rate Notes Due 1991**

and

100,000 Warrants to subscribe

up to

DM 230,000,000

6 3/4 per cent. Guaranteed Notes Due 24th February, 1993

such Notes being unconditionally and irrevocably guaranteed

by

### IFH-INTERNAZIONALE HOLDING FIAT S.A.

*(Incorporated with limited liability in Switzerland)*

Société Générale	Deutsche Bank Aktiengesellschaft
Banco di Roma	Banque Paribas Capital Markets Limited
Berliner Handels- und Frankfurter Bank	Crédit Lyonnais
Crédit Suisse First Boston Limited	Credito Italiano Internazionale Ltd
Generale Bank	Istituto Bancario San Paolo di Torino
Manufacturers Hanover Limited	Merrill Lynch Capital Markets
Mitsubishi Finance International Limited	Nomura International Limited

*February 1986*

**N.S. FINANCE CORPORATION N.V.**

U.S. \$15,000,000 Guaranteed Floating Rate Notes Due 1987/89

Unconditionally guaranteed by Nederlandsche Scheepshypotheekbank N.V.

For the three months 21st April, 1985 to 21st July, 1986, the Notes will carry an interest rate of 6 1/2% per annum with a Coupon Amount of U.S. \$56.10 payable on 21st July, 1986.

**Bankers Trust Company, London Agent Bank**

**U.S. \$60,000,000**

**Industrias Peñoles, S.A. de C.V.**

Floating Rate Notes Due 1989

Interest Rate	10% per annum
Interest Period	22nd April 1986 22nd July 1986
Interest Amount per U.S. \$10,000 Note due 22nd July 1986	U.S. \$252.78

**Credit Suisse First Boston Limited**  
Agent Bank

*This announcement appears as a matter of record only.*

## the Leeds

### PERMANENT BUILDING SOCIETY

**£50,000,000**

**10 1/2 per cent. Notes 1991**

**Baring Brothers & Co., Limited**

County Bank Limited	Crédit Commercial de France
Credit Suisse First Boston Limited	Dai-ichi Kangyo International Limited
Deutsche Bank Capital Markets Limited	EBC Amro Bank Limited
Gerrard & National PLC	Hambros Bank Limited
Lloyds Merchant Bank Limited	LTCB International Limited
Samuel Montagu & Co. Limited	Morgan Grenfell & Co. Limited
Morgan Guaranty Ltd	Morgan Stanley International
Nomura International Limited	Saudi International Bank Al-Bank Al-Saudi Al-Alami Limited
Swiss Bank Corporation International Limited	Union Bank of Switzerland (Securities) Limited
S.G. Warburg & Co. Ltd.	Westdeutsche Landesbank Girozentrale

This issue was arranged in conjunction with:  
**Butler Till Limited**

APRIL, 1986

*This announcement appears as a matter of record only.*

## the Leeds

### PERMANENT BUILDING SOCIETY

**£200,000,000**

**Floating Rate Notes 1996**

**Baring Brothers & Co., Limited**

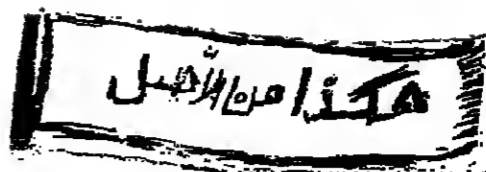
ANZ Merchant Bank Limited	BankAmerica Capital Markets Group
Banque Nationale de Paris	Barclays Merchant Bank Limited
Cater Allen Limited	Clive Discount Company Limited
County Bank Limited	Crédit Commercial de France
Credit Suisse First Boston Limited	Dai-ichi Kangyo International Limited
Daiwa Europe Limited	Deutsche Bank Capital Markets Limited
EBC Amro Bank Limited	Fuji International Finance Limited
Gerrard & National PLC	Goldman Sachs International Corp.
Hambros Bank Limited	Kleinwort, Benson Limited
Lloyds Merchant Bank Limited	LTCB International Limited
Merrill Lynch Capital Markets	Samuel Montagu & Co. Limited
Morgan Grenfell & Co. Limited	Morgan Guaranty Ltd
Morgan Stanley International	Nomura International Limited
Orion Royal Bank Limited	Postpankki
Sanwa International Limited	Saudi International Bank Al-Bank Al-Saudi Al-Alami Limited
J. Henry Schroder Wagg & Co. Limited	Standard Chartered Merchant Bank Limited
Swiss Bank Corporation International Limited	Tokai International Limited
Union Bank of Switzerland (Securities) Limited	The Union Discount Company of London, p.l.c.
S. G. Warburg & Co. Ltd.	Westdeutsche Landesbank Girozentrale

This issue was arranged in conjunction with:  
**Butler Till Limited**

APRIL, 1986



UK COMPANY NEWS



Bentalls rejects Capco approach

Capital & Counties, the UK property development and investment group owned by Liberty Life Association of South Africa, is considering making a bid for Bentalls, the publicly-quoted department store group.

Restructuring benefits give Folkes 31% rise

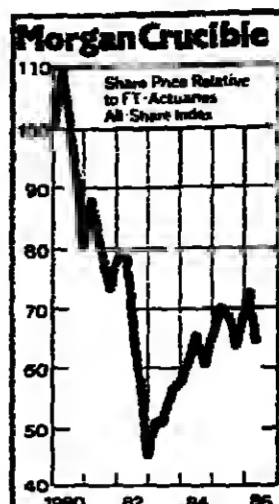
Benefits of rationalisation and disposals are working through at the Folkes Group. In 1985 pre-tax profit has shown an increase of 31 per cent from a restated £1.64m to £2.15m on a turnover down from £83.46m to £62.26m.

GKN calls off Firth Cleveland Strip sale

By Nick Garnett GKN and Nettelfelds has abandoned the proposed sale of its Firth Cleveland Strip subsidiary to Cape Allman which would have merged the two largest UK producers of hardened and tempered steel.

Morgan Crucible ahead of forecast with £18.7m

Morgan Crucible Company lifted 1985 pre-tax profits by 21 per cent from £15.5m to a record £18.7m. This beat the forecast of £18m made last December at the time the company launched its successful bid for First Castle Electronics.



Resignations in wake of Imps takeover

MR MICHAEL PICKARD, deputy chief executive of Imperial Group, and five non-executive directors are resigning from the company following last week's £2.6bn takeover victory by Hanson Trust, it was announced yesterday.

Television Services 'would have topped £1m'

Television Services International, a USM-quoted film and video producer, saw pre-tax profits rise by 32 per cent to £303,000 in 1985, and the result would have topped the £2m mark were it not for a £200,000 loss on the since-closed Platypus Films offshoot.

Microlease profit slips to £0.6m in difficult year

REFLECTING DIFFICULT trading conditions, Microlease reports a downturn in pre-tax profits for the year to February 28, 1986. Profits fell from £703,000 to £600,000 on turnover up from £3.24m to £3.78m.

Polymark edges back into the black

Polymark International, laundry and agricultural equipment and technographics group, showed a profit in 1985—the first in three years. At the pre-tax level, a profit of £8,000 compared with a £102,000 loss previously.

steadily throughout 1985 and achieved a higher £384,000 (£336,000) compared with last year's £314,000 for both these operations, the directors say.

Advertisement for LEEDS & HOLBECK BUILDING SOCIETY, featuring a portrait of Mr. Peter Hartley, President, and details of the 11th Annual General Meeting.

Advertisement for Allied Irish Bank, titled 'Interest Rate Change', announcing a decrease in the base rate from 11% to 10 1/2% p.a. effective from 21st April 1986.

Large advertisement for Sun Life insurance, featuring the headline 'Innovations create record growth' and 'Sun Life: Innovations create record growth'. It includes a cartoon illustration of a man looking out a window and a sun. Text highlights record new business, dividends, and legislative support.





لَا تُدْرِكُهُ الْأَبْصَالُ

# Laporte

## ANOTHER RECORD YEAR

PROFIT £55.8m (1984: £47.5m)

## GROWTH CONTINUES

- Further significant business expansion
- Capital expenditure £27m
- Expenditure on acquisitions £39m
- Capital expenditure by principal Interlox companies £35m
- Dividend up 25% to 8.25p.
- **Profits** have increased nearly five times and **earnings per share** ten times since 1980

“We have entered the current year with a sense of confidence which I am sure our 1986 results will justify.”

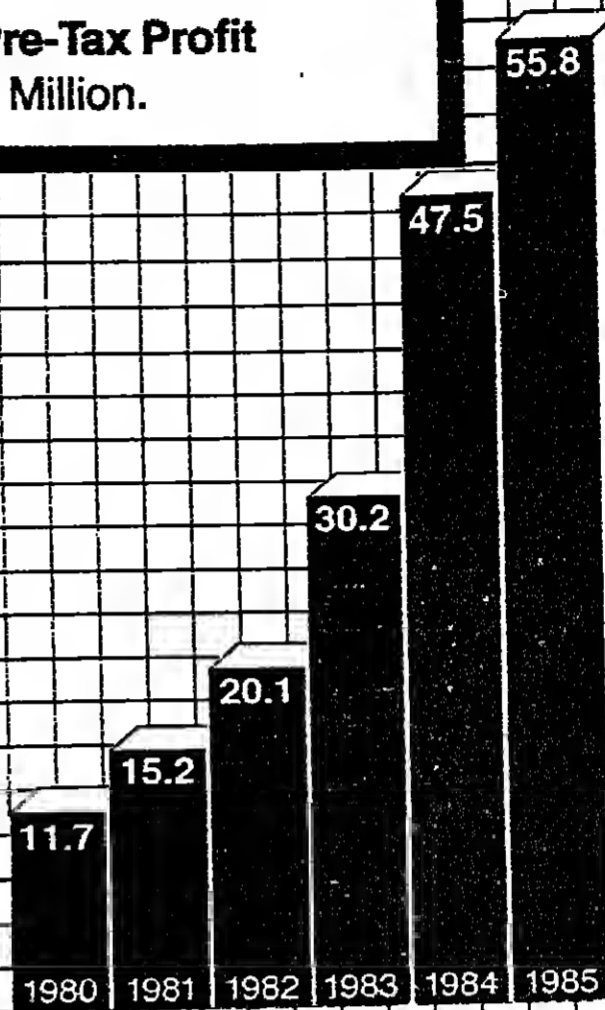
R. M. Ringwald, CBE, Chairman.



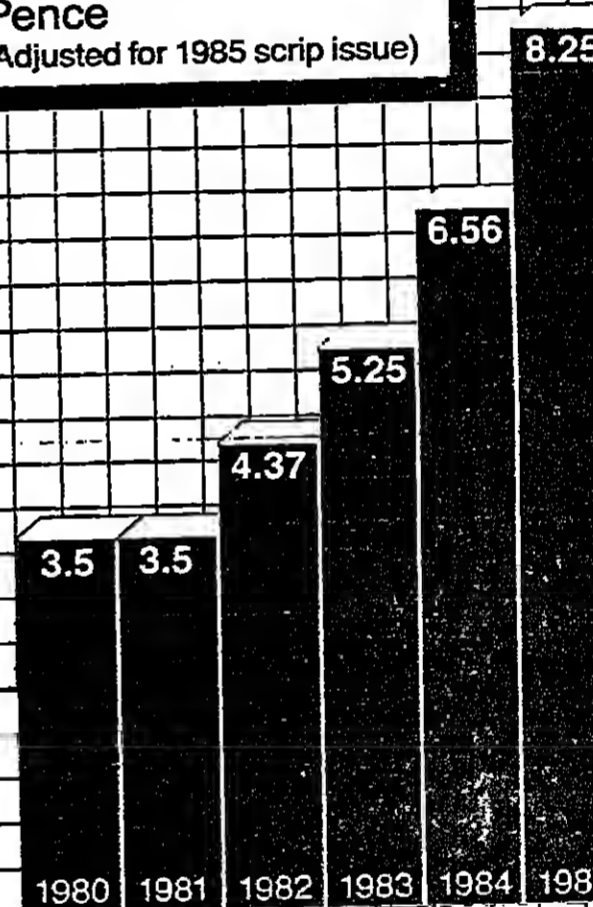
SERVING PEOPLE THROUGH CHEMISTRY

SPECIALIST CHEMICALS AND RELATED SERVICES – WORLDWIDE  
 Laporte Industries (Holdings) PLC, Hanover House,  
 14 Hanover Square, London W1R 0BE.

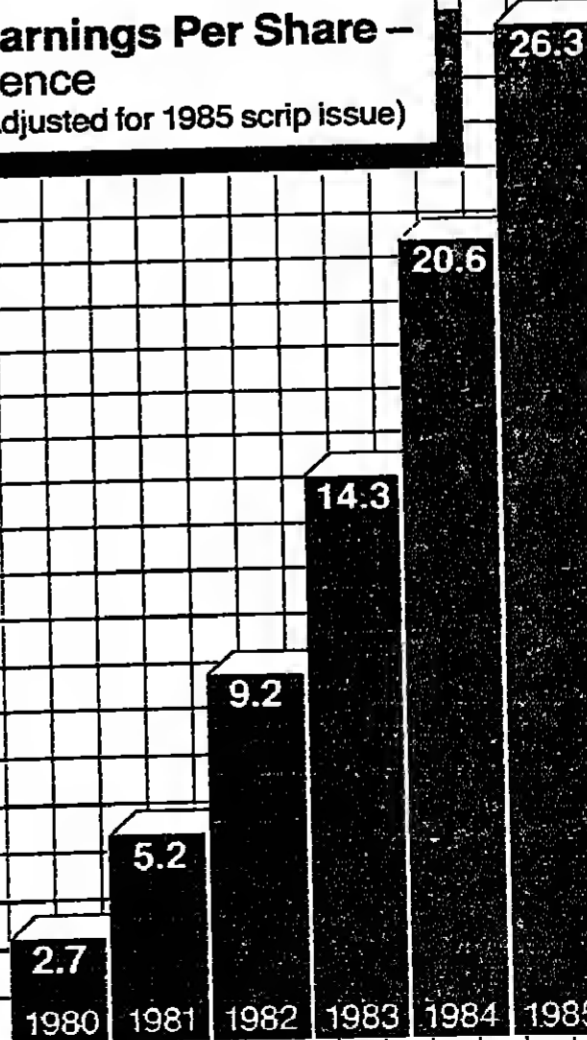
Pre-Tax Profit  
£ Million.

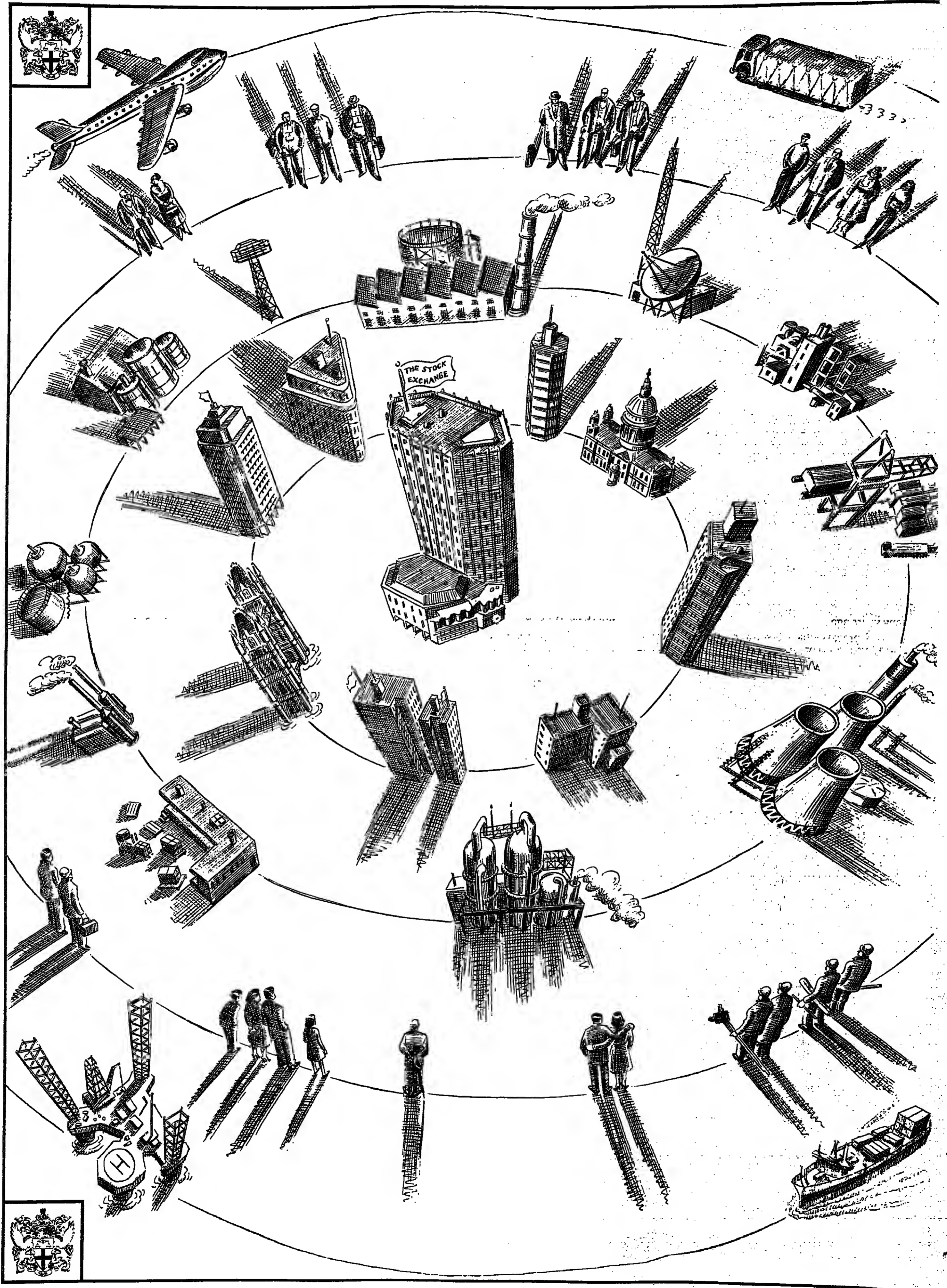


Dividend Per Share –  
Pence  
(Adjusted for 1985 scrip issue)



Earnings Per Share –  
Pence  
(Adjusted for 1985 scrip issue)





هنا من اجل



# It's not just The Stock Exchange which faces immense opportunities this year.

The Stock Exchange exists for only one reason.

It is a market.

Where industry can raise the money it needs, flexibly and efficiently.

And where people can invest their savings, whether directly or through institutions acting on their behalf.

The purpose of The Stock Exchange has not changed for centuries: but the way it is organised has.

This year, a number of very important changes are taking place within a short period of time.

They have attracted much attention. A new phrase - the "Big Bang" - has been coined to describe them.

But the fact is that they represent not so much a sudden and explosive revolution, as the latest stage in a process of change and development which began many years ago.

A process which, taken as a whole, is designed to make The Stock Exchange a very much more open market.

More open to investors, both in Britain and overseas, to buy and sell shares easily and on competitive terms.

More open to industry, to find ready and appropriate sources of funds.

And more open to new members, because The Stock Exchange is now in a position to expand very greatly in size.

## The reasons for change

There are two main reasons for this process of change.

The first is the huge and fast growth in the capabilities of information technology.

Distance has shrunk. People all over the world can be in touch with each other in an instant. Work processes have been vastly accelerated.

Despite the substantial costs, The Stock Exchange has consistently invested in computer systems, and has now undertaken its largest investment yet - in a screen-based dealing system which will effectively bring the entire floor of The Stock Exchange to the desk of every broker in the country.

Such a system not only offers faster, more efficient and less expensive dealing, but also removes at a stroke the physical limitation on the size and location of the market.

The second reason is that national boundaries have become less important to the securities industry.

Exchange controls no longer exist in the UK.

Institutions in the USA, Japan, UK and elsewhere have become more willing, and more able, to seek investment opportunities beyond their domestic markets: and in the same way, industry has become more willing, and more able, to look overseas for sources of funds - especially to the Euromarkets.

In short, the trend is leading towards the inter-

nationalisation of the securities industry.

It's a trend which presents great opportunities.

The Stock Exchange itself is, literally, in the right place, at the right time, to consolidate and develop its position as one of the world's most important and active exchanges, together with those in Tokyo and New York.

The benefits of the resulting changes are by no means confined to The Stock Exchange.

For individual investors, there is the prospect of a very much more accessible market - where there are brokers with the resources to deal for them, on the spot and without difficulty, in even the smallest numbers of shares.

For institutional investors, there is the prospect of buying and selling shares for their clients at reduced cost - and, before long, as computer links make connections between the London Stock Exchange and exchanges overseas, of trading in securities 24 hours a day, around the world.

For industry, the new market will be better equipped than ever to meet its demands for capital.

But for the country as a whole, the opportunities are greater still: because The Stock Exchange will be better able to play its part in the development of London as a world financial centre - a centre whose success depends upon the success of its major institutions.

All of these opportunities will flow from the changes which have already been made at The Stock Exchange, and the changes now being planned.

Consider them in turn.

## What has been done

A basic readiness to initiate change, and a willingness to respond to commercial pressures, has already made far-reaching and fundamental measures possible.

To summarise only a few: in the last ten years The Stock Exchange has reformed its administration and its disciplinary procedures; it has introduced two new markets (the USM, to meet the capital needs of smaller businesses, and the traded options market, to enable investors to lay off risk); it has invested in a fully computerised settlement system and a new market price information system, TOPIC; and it has changed its rules of membership to allow outside ownership of Stock Exchange member firms and to allow new members to join The Stock Exchange in their own right.

Yet during this remarkable time of change, even more remarkable has been the commitment to some unchanging values.

Notably, the obligation to use the full force of

The Stock Exchange's regulatory powers in the interests of investors.

It is a commitment which will remain, as the pace of change quickens through the course of this year and beyond.

## What remains to be done

The next stages in The Stock Exchange's continuum of change are of the very greatest significance.

Later this year will come the developments generally known as the "Big Bang" - the move to a screen-based dealing system, and the abolition of brokers' minimum commissions.

At present, The Stock Exchange is engaged in the building of a completely new electronic market place, SEAQ, which will include not only the display of market information, but also a complete recording of all trading done on The Stock Exchange. A system for overseas securities, SEAQ International, is already in place.

At the same time, the settlement system is being overhauled, expanded and updated.

A new system is planned to handle the fully automatic execution of small bargains which will help cut costs for private investors: and another will facilitate the trading of large blocks of shares.

It is an ambitious and expensive programme: but it is fundamental to The Stock Exchange's future competitiveness.

So too is the work in progress to manage change in the field of regulation.

The new market will require new techniques of surveillance and policing. The Stock Exchange must not only plan the development of its own procedures, but also engage in the debate to do with the Financial Services Bill, which will define the boundaries between statutory and non-statutory regulation.

Further plans under consideration will tackle the question of dealing in wholly unlisted securities, and the growth potential in the traded options market.

And finally, change is by no means confined to the trading floor of the exchange. On the upper floors too, where the governing council meets, reforms will be made in order to satisfy both the aspirations of new members, and the legitimate concerns of existing members.

Every one of these many developments is running to its timetable. The signs are that a fine balance between evolution and revolution will be achieved, and that the new market will offer new levels of competitiveness and flexibility, with no loss of order and regulation.

Naturally, this is good news for The Stock Exchange.

But, as this advertisement has sought to show, it is also good news for London, for industry, and the country as a whole.

THE STOCK EXCHANGE

London · Belfast · Birmingham · Bristol · Dublin · Glasgow · Liverpool · Manchester



TECHNOLOGY

Text transfer: How lower costs can be put on the line

BY GEOFFREY CHARLISH

WIDESPREAD USE since 1980 of personal computers and shared minicomputers in office systems has sharply increased the need for affordable automatic text reading systems, particularly in the publishing and legal worlds.

Laser recordings of books, manuals, reports, conference papers and similar documents on small optical disks that can be sent through the post is beginning to look attractive. In addition, several organisations in Europe and the US are archiving material on optical disks.

But transference from the original paper documents becomes a major cost whether the storage is optical or on conventional magnetic disks. Until recently it meant extensive copy typing. Other areas with such text entry needs include typesetting, in-house publication departments, specialised data publishing and data entry bureaux.

Computers might work wonders once they are provided with information, but in applications where the information comes from existing paper texts rather than someone's head, entering it in the first place is a problem.

In the 1960s, film machines were recognising a few characters per second but their "brainiacs" were such that the banking industry for example, had to devise standard, specially modified characters that could be read without error.

A system that will read a variety of ordinary type faces at reasonable speed and low error rate is much more difficult to design. Technically, there are two approaches. The simplest, but least versatile, is called template matching and is used for example, by a Californian company, Dest Corporation of Milpitas. Dest has been offering machines in the \$4,000 to \$15,000 range but only a few weeks ago announced a unit for only \$2,500 to work specifically with IBM personal computers and compatible machines. In Europe, from September, Lexisystems of Frome, Somerset, will be a main supplier.

A Japanese company, Totee has a similar machine as does the New Jersey company Compucan. Both are represented in the UK by General Audio and

Data Communications of Tring, Hertfordshire. Prices are about £10,000 and £5,000 respectively.

Most readers use the same general kind of optical scanning. The system looks at a very thin horizontal line which shifts down the illuminated page as the paper (or the reading head) moves. An image of the line is focused on a long horizontal array of many photodiodes (light sensitive devices) that electrically register the black to white transitions across the page width. As the line shifts, it successively examines the height of a line of type up to 32 times.

In this way, a single character



is represented as a matrix of points 32 high by 24 wide, which are either black or white, rather like a dot matrix printer character.

Each tiny element in electronic form can then be compared, in a fraction of a second, with all the similarly constructed electronic "templates" of the alphabet which the machine holds in its memory, until a match is found. Each identified character emerges from the reader in computer character code and can be stored on disk for later retrieval and use on screen.

Optically the company has been using the reading section of a Zeissma machine. This feeds a microcomputer that has software able to read "an almost limitless range of type-faces". At present the speed is quoted as five characters per second. So that the machine takes several minutes to read one page of A4 typescript.

**Electronic Printing Systems**  
The leading suppliers of laser printers.  
Fareham  
(0329) 221121

them, but machines are available that are pre-programmed to deal with one or two popular type-faces.

More versatile but somewhat slower machines (one or two pages per minute) have been developed by Kurzwel of Cambridge, Massachusetts, and just recently by Southdata, a London company. These machines are more dependent on computer software and work much more like the human brain than the template units.

They look for generalised letter shape rather than a particular type face construction, just as the human eye and brain can see an "a" of any kind, not just an "a" in, for example, the eight point Times Roman of this FT page.

No comparison with template takes place. Instead, the scanned data is examined in software which is able to say "Yes, this is an 'a' of some kind".

As well as sophisticated software, such systems require fast processing and a good deal of storage. Before the "chip" achievements of the past decade, they would have been prohibitively expensive. In the US, the Kurzwel 4000 system sells for about \$55,000.

Kurzwel has several hundred users in the US, in legal and publishing houses and in bureaux which specialise in turning printed matter into magnetically stored data.

In the UK, where 18 systems have been sold, users include the Stock Exchange, where the system will be used to put documentary data into the computers as part of the Big Bang in October. Grattan, the UK mail order company has catalogue applications and Dutch publisher Elsevier is a user.

The Southata machine, called TypeReader, has yet to reach the production stage and the company is looking for an office equipment manufacturer to make it in volume under licence. Price is expected to be about £3,000.



Pulp without pollution

BY A SPECIAL CORRESPONDENT

THE paper industry, an energy intensive consumer of trees, is set to benefit from a new sulphur-free pulping technique that promises to increase productivity, lower energy costs and virtually eliminate pollution problems.

The advance, dubbed ester-pulping, came as a result of work by Tim Young, a student at the University of Wisconsin in Madison. While employed as a part-time lab assistant he was testing two pulping solutions and struck upon the idea of combining the two.

He had stumbled on a solution to a problem that has been perplexing wood chemists for years. How to break down lignin—the glue that holds wood fibres together. When released, fibres and lignin make up the mushy "pulp" used to produce paper.

Most woods contain about 70 to 75 per cent fibre with the balance being lignin and sugars. The highest theoretical yield is therefore about 70 to 75 per cent. Currently, paper industries

are dominated by the kraft and sulphite pulping processes which yield about 45 to 50 per cent. However, the ester process boasts yield to 60 or 70 per cent.

It offers several benefits over the popular sulphur-using technologies. Typically, these processes are malodorous, energy intensive, give comparably low pulp yields and require costly mechanical plants.

Kenneth Baierl, a chemical engineer who runs Biodyne, a small consulting company in Neenah, Wisconsin, feels that the higher costs for plants will limit future investment in older technology and open the door for the less expensive ester process.

Because the "cooking liquor" of the ester process works faster and at lower temperatures, it will also lower energy costs. To release a reasonable percentage of wood fibres the kraft process requires cooking wood chips at about 170 degrees C for about two and a half hours. The ester process can produce a high quality pulp at

150 degrees C in only 20 minutes.

The kraft process poses a number of problems which can be traced to the difficult-to-handle chemicals it requires. The pulping method involves cooking the wood chips with sodium hydroxide (caustic soda) and sodium sulphide. As the sulphur helps to dissolve the lignin, the wood fibres are freed and are collected as pulp. The spent chemicals are then burned, producing a rotten-egg-like smell and releasing sulphur into the atmosphere. Although slow in coming, new laws to control acid rain could put the kraft process at a significant economic disadvantage.

Ester-pulping uses water and two common organic chemicals—ethyl acetate and acetic acid—and water for the cooking mixture. This mixture, or liquor, is easily split into its constituent chemicals simply by shifting the concentration of the basic chemicals. The cooking liquor separates into layers and the chemical can easily be recovered. Because chemical recovery accounts for significant costs in pulp production, such ease of separation would lower production and energy costs.

According to the process's developers, the ester process not only solves the chemical recovery problem but even pro-

duces an excess of the required chemicals. While wood chips cook they produce acetic acid. The other necessary chemical, ethyl acetate, can be made from acetic acid and ethanol produced by fermenting sugars left over from pulping. Ethanol, an exceptionally clean burning fuel can be used to cook the pulp. Even if the left over sugars are not used to make ethanol, they can be discarded without severely polluting water.

Because it recycles chemicals and uses no sulphur compounds, ester pulping does not pollute the air. Minimal amounts of sugars and lignin may be discharged into the water, but much less than with conventional processes.

The ester process also offers another benefit. Because it is a better lignin solvent, it reduces the degree of lignin breakdown necessary for the lignin fragments to become soluble in the cooking liquor. As a result it produces a large amount of high quality lignin, containing no sulphur, which makes it a valuable wood glue for particle boards and plywood. At present, wood glue is manufactured from expensive oil-derived chemicals.

Tim Young's father, a wood chemist, has teamed up with Baierl and Biodyne to seek a patent on the new ester process. Pulp plant operators from several countries, including Japan and Finland, have expressed interest in the new process.

HOW MOTOROLA ENGINEERS SOLVED AN OLD MARKETING PROBLEM WITH A NEW TECHNOLOGY.

The problem has been around for years. Every country in Europe has its own, special technical requirements for two-way mobile radio communications. As a result, electronics manufacturers have been hard-pressed to find a way to bring the advantages of volume production to this category of products.

The solution has been very elusive. What was needed was a way to build two-way radios customised for each unique country market within Europe, but to do it on a high-volume, assembly line basis.

Under the traditional principles of mass production, this was certainly a contradiction in terms. But Motorola engineers have indeed built such a capability within the EEC.

And it is producing our MC micro two-way radios in volume, right now.

The facility is nothing less than an integrated, automated assembly line that adapts each product to all the varying regulations and requirements of its intended market without halting the production run, or even slowing it down.

Nearly all components of the complex electronic circuit boards for these radios are fed into production on a continuous stream of tape. Automated machines install thousands of these miniature devices per hour, in all the versions required by all our differing customers throughout Europe, and with pinpoint accuracy.

This system not only produces market-matched radios on a mass-production basis, but the units it builds are of excellent quality and the savings on fabrication costs are substantial.

This facility and the MC micro two-way radio are a synthesis of many new Motorola technologies in communications and manufacturing. This is just one example of what our company has been doing to serve customers in Europe.

In the UK, the Motorola facilities in East Kilbride, Basingstoke and Stotfold are important contributors to the advancement of the growing electronics industry. In addition to these production facilities, we also maintain 15 offices to serve our British customers.

Motorola is one of the world's largest electronics companies. We do business on five continents. And wherever we are, we all share a deep dedication to the service of our customers in voice and data communications, computers, semiconductors and components of defence, aerospace, automotive and industrial electronics.



The Motorola MC micro meets the UK specifications issued by the D.T.I. including those for the new VHF Band III.

**MOTOROLA** A World Leader in Electronics

Shell takes action on training

BY PETER MARSH

THE SCENE is a dockyard, on the east coast of Scotland, where a labourer grunts on top of a lorry in his job of unloading equipment destined for an offshore oil platform.

Losing concentration for a split second, the man slips, releasing his grip on the load. He falls to the ground while the heavy and cumbersome equipment, suddenly un tethered, balances precariously on the edge of the vehicle. . . .

Scenes such as this are to be filmed over the next few months as part of an imaginative effort by Shell UK to use the latest computer and optical-recording methods to cut accidents associated with oil and gas production.

If all goes to plan, the several thousand people who work for Shell in offshore production will watch films giving a second-by-second description of how accidents happen. . . .

A vital part of the technique is that, by correctly answering questions flashed on to a computer screen which is simultaneously showing the video recording, workers will be able to freeze the action and shift the film into a course where everything works out safely.

At its way, for example, the person viewing the film about the dockyard accident would

have the chance to make the distracted labourer regain concentration, so preventing at the last minute the load falling off the lorry. As a result, the film watcher would be given a forceful reminder of how personal lapses causes accidents.

By giving the workers the opportunity to alter the way the film proceeds, "we will give them the chance to play at being God," says Mr David Locke. Mr Locke is managing director of Video Media, a small company in London which is working for Shell on the project.

Video Media is producing three pilot films using the computer and video technique, known as interactive video. The films are recorded on laser discs and played on systems made by companies such as Philips and Sony. Control of the images is by an IBM personal computer.

If the pilot recordings, to be finished by the end of this summer, are judged successful, interactive video techniques could be used to provide routine training to Shell employees associated with offshore work, according to Mr Andy Mitchell, Shell's operations methods supervisor, who is based in Aberdeen.

Although training using interactive video is not new—airline pilots and bank tellers

are among those who have been taught new ways of working using the technology—Mr Mitchell says he knows of no similar application of interactive video in the offshore industry.

Shell has asked Video Media which was set up last year by Mr Locke, previously a marketing executive in the oil industry, and Dr Peter Chatterton, a computer specialist—to concentrate particularly on ways to train workers to avoid simple accidents such as trips and falls.

Such mishaps accounted last year for about 300 incidents which led to Shell's production workers injuring themselves seriously enough to leave work for the day.

Video Media has employed Dr Diana Laurillard, an educational psychologist at the Open University, to advise on the psychological aspects of ensuring people can learn from the film techniques. Also working on the project is Ms Tina Eden, who has expertise in training routines based on computer games.

To longer term work for Shell, Video Media is also investigating how optical disc systems which store data could supplement computer memories in storing the huge quantities of information acquired aboard offshore platforms.

**THE BROOKINGS INSTITUTION**

**ANNUAL EUROPEAN SEMINAR**

Center For Public Policy Education

**JUNE 15-20, 1986 PARIS, FRANCE**

A seminar for senior corporate executives of U.S. multinational companies based in North America, Europe and the Middle East...

European markets are vitally important to U.S. corporations. This seminar provides an authoritative and independent forum for an intensive review of the practical conditions for doing business in and with Europe, as well as a unique opportunity for substantive discussion of current economic and political trends in Europe. This five day seminar brings together a distinguished panel of speakers including:

Raymond Barre • Valomte Etienne Davignon  
Francis Heisbourg • C.J. van der Klugt  
Franco Mariotti • Jean-Claude Paye • Lord Roll of Ipsden

To: Barbara D. Littell, Program Chairman, Center for Public Policy Education, The Brookings Institution, 1775 Massachusetts Avenue, N.W., Washington, D.C. 20036. Tel: (202) 797-6267. CABLE: BROOKINST

Please send me further details of The Annual European Seminar for U.S. Corporate Executives

Name \_\_\_\_\_  
Position \_\_\_\_\_  
Company \_\_\_\_\_  
Address \_\_\_\_\_  
Tel \_\_\_\_\_ CABLE \_\_\_\_\_

FT LAW REPORTS

International Tin Council is not immune from bank's action

STANDARD CHARTERED BANK v INTERNATIONAL TIN COUNCIL

Queen's Bench Division (Commercial Court); Mr Justice Bingham; April 17 1986

AN international organisation has no sovereign immunity in the UK except to the extent of grant by legislation...

Paragraph 6(1) of the International Tin Council (Immunities and Privileges) Order 1972 and 1985...

The offer was accepted. The loan was made and continued in the same terms in 1983, 1984 and 1985.

The bank concluded that a default in repayment had occurred, and it issued proceedings on March 11 1986...

Two instruments formed the present application. The first was a Headquarters Agreement between the UK Government and the ITC...

That would indeed be a strange outcome. All difficulties faded if it were permissible to give effect to clause 7 of the facility letter...

Secondly, the ITC submitted that article 6(1) of the 1972 Order provided for loss of immunity, not by general anticipatory waiver...

That consensus was reflected in the European Convention of 1972. The Convention was signed for some months after the 1972 Order was made...

The ITC submissions failed and the summons was dismissed. That effect is to be given to the manifest intentions of the parties.

For the bank: Timothy Walker QC and Mark Barnes (Solicitors & May).

For the ITC: Nicholas Chambers QC, Professor Roslyn Higgins QC and Peter Irwin (Counsel).

By Rachel Davies Barrister

THESE REPORTS, together with full texts of judgments, are published in monthly volumes. For subscription details contact Kluwer Law Publishing...

ACROSS 1 In this event, one may be for it (4, 4) 2 Month-watering church decorations (9) 3 People do what they like with it (3, 12) 4 Go off at the wrong time (7) 5 Accident-prone vessels, all suspended (3, 5, 7) 6 Not only soldiers may be bored by it (5) 7 Excel as a boot-black? (8) 8 Winger having scored fifty goals? (6) 9 Fieldsman who is frightfully badly dressed (8) 10 Stop or start playing billiards (5, 3) 11 Show preference for a simple building (4-2) 12 Fever may produce first-class alarm (7) 13 Firm stayed disorganised (6) (3, 3) 14 Highest form of wit (5) 15 A share in a growing concern (9) 16 Tradesman explaining how he hopes to come from hospital (9) 17 Some popular variety of grub (5) 18 Clerical work done by a metal worker (6) 19 Stepping stones to reason and method (8) 20 Cavalryman turns up without thinking about it (6)

DOWN 1 Cavalryman turns up without thinking about it (6)

and execution", except to the extent that it had expressly waived such immunity in a particular case.

Article 23 of the agreement provided that where the ITC contracted "with a person resident in the UK or a body incorporated or having its principal place of business in the UK" the contract, if formal, should include an arbitration clause.

The 1972 Order came into force on the same date as the Headquarters Agreement. Article 6(1) of the Order produced exactly the language of article 6(1) of the agreement.

That said, the ITC was a comprehensive and exclusive code for resolution of contractual disputes. Thus an express waiver of immunity in a contractual case could never have been envisaged.

The argument was fallacious. Article 23 only required the ITC to include an arbitration clause in a contract with a person resident in the UK or a body incorporated or having its principal place of business in the UK.

There were several answers to that submission. First, the absolute doctrine of sovereign immunity grew from a theory that sovereign states were characterised by perfect equality and absolute independence.

AUTHORISED UNIT TRUSTS

Table listing various unit trusts such as Aberdeen Unit Trusts, Alliance Assurance, and others, with columns for name, type, and other details.

FT UNIT TRUST INFORMATION SERVICE

FINANCIAL TIMES REPORT MUSEUMS & GALLERIES. To be printed on SATURDAY MAY 17 1986. For details of advertising rates, please contact JULIA CARRICK 01-469 0029.

F.T. CROSSWORD PUZZLE No. 6,003 DANTE. A crossword puzzle grid with clues listed on the left and right sides.

AUTHORISED UNIT TRUSTS & INSURANCES

Main table listing various financial products, companies, and their details. Includes columns for company names, fund names, and numerical values.

INSURANCES

Table listing insurance companies and their details, including names like AA Friendly Society and Abbey Life Assurance Co Ltd.

Handwritten text in Arabic script: 'مكتبة النور' (Library of Light)

INSURANCE, OVERSEAS & MONEY FUNDS

Table of insurance and overseas funds including Standard Life Assurance Co Ltd, Sun Alliance Insurance Group, and various international investment funds.

Table of insurance and overseas funds including Transatlantic Life Assur Co Ltd, Transnational Life Ins Co Ltd, and various international investment funds.

Table of insurance and overseas funds including Haffner Scandinavian Fund Ltd, Henderson Admin. (Guernsey), and various international investment funds.

Table of money market bank accounts including Money Market Trust Funds, Money Market Bank Accounts, and various bank savings and investment products.

NOTES

Notes section providing additional information and details regarding the funds and services listed in the adjacent tables.





CURRENCIES, MONEY and CAPITAL MARKETS

FOREIGN EXCHANGES

Japan fails to halt slide

The dollar's losses were pared yesterday by profit taking on short positions taken ahead of Friday's cut in the US discount rate, and by nervousness about the attitude of the central bank.

The Bank of Japan may have bought about \$1.5bn to Tokyo yesterday, dealers estimated support of some \$300m for the dollar by the Japanese central bank in New York on Friday.

£ IN NEW YORK

The dollar's losses were pared yesterday by profit taking on short positions taken ahead of Friday's cut in the US discount rate, and by nervousness about the attitude of the central bank.

FINANCIAL FUTURES

Late recovery

After a slight downturn, following a period of trading in the price were low enough to attract fresh demand which helped contracts finish on the day's low US Treasury bond.

glt; futures tried to steady before losing ground on a weaker pound and renewed uncertainty about oil prices. Renewed interest appeared at the base however as the benefits of lower oil prices appeared to provide encouragement. Trading lacked some of the recent volatility however and although prices showed a reasonable recovery on the day the change from Friday was less pronounced with some dealers now predicting a period of consolidation. The long gilt for June delivery opened at 129.00 down from 128.11 on Friday and touched a low of 127.07 before recovering to close at 128.21.

Table with columns for various futures contracts including US Treasury Bonds, Gold, and Oil. Includes sub-sections for 'LIFE LONG GILT FUTURES OPTIONS' and 'LIFE EURO-DOLLAR OPTIONS'.

POUND SPOT - FORWARD AGAINST POUND

Table showing exchange rates for various currencies against the pound, including US, Canada, and other major currencies.

DOLLAR SPOT - FORWARD AGAINST DOLLAR

Table showing exchange rates for various currencies against the dollar, including UK, France, Germany, and others.

EXCHANGE CROSS RATES

Table showing cross rates between various major currencies like US, UK, DM, Yen, etc.

EURO-CURRENCY INTEREST RATES

Table showing interest rates for various Euro-currency deposits and loans across different maturities.

MONEY MARKETS

Bank signals on base rates

The Bank of England took advantage of a very large credit shortage in the London money market yesterday to signal a possible increase in its base rate.

NEW YORK RATES

Table showing interest rates in New York for various financial instruments.

MONEY RATES

Table showing money market rates for various currencies and instruments.

CURRENCY MOVEMENTS

Table showing percentage changes in currency values for various countries.

CURRENCY RATES

Table showing current exchange rates for various currencies.

OTHER CURRENCIES

Table showing exchange rates for various other currencies like the Australian Dollar, etc.

EMS EUROPEAN CURRENCY UNIT RATES

Table showing rates for the European Monetary Unit (ECU) against various EMS currencies.

FT LONDON INTERBANK FIXING

Table showing interbank fixing rates for various currencies in London.

LONDON MONEY RATES

Table showing money market rates in London for various instruments.

FT LONDON INTERBANK FIXING

Table showing interbank fixing rates for various currencies in London.

CHICAGO

Table showing market data for Chicago, including commodity prices.

LONDON

Table showing market data for London, including commodity prices.

STERLING INDEX

Table showing the Sterling Index and its performance against various currencies.

WORLD VALUE OF THE POUND

Large table showing the world value of the pound sterling, listing various countries and their currencies with corresponding values.

FOREXTREND advertisement featuring a line graph and text about currency forecasting services.

Company Notices

TDK CORPORATION (CORP) advertisement regarding a share repurchase program.

ENTE NAZIONALE PER L'ENERGIA ELETTRICA (E.N.E.L.) advertisement regarding a loan.

CLASSIFIED ADVERTISEMENTS advertisement listing various services.

BANQUE NATIONALE DE PARIS advertisement regarding a floating rate loan.

THE TRADING BANK LIMITED advertisement regarding a loan.

CLASSIFIED ADVERTISEMENTS advertisement listing various services.

CLASSIFIED ADVERTISEMENTS advertisement listing various services.

CLASSIFIED ADVERTISEMENTS advertisement listing various services.

CLASSIFIED ADVERTISEMENTS advertisement listing various services.

CLASSIFIED ADVERTISEMENTS advertisement listing various services.

CLASSIFIED ADVERTISEMENTS advertisement listing various services.

CLASSIFIED ADVERTISEMENTS advertisement listing various services.

CLASSIFIED ADVERTISEMENTS advertisement listing various services.

CLASSIFIED ADVERTISEMENTS advertisement listing various services.

CLASSIFIED ADVERTISEMENTS advertisement listing various services.

CLASSIFIED ADVERTISEMENTS advertisement listing various services.

CLASSIFIED ADVERTISEMENTS advertisement listing various services.

CLASSIFIED ADVERTISEMENTS advertisement listing various services.

BRITISH FUNDS

Table of British Funds with columns for Name, Price, Dividend, and Yield. Includes 'Stars' (Lives up to Five Years) and 'Five to Fifteen Years' categories.

Table of British Funds under 'Over Fifteen Years' category, listing various fund names and their financial metrics.

Table of British Funds under 'Index-Linked' category, showing funds tied to various indices.

Table of British Funds under 'INT. BANK AND ISSUES GOVT. STERLING BONDS' category.

Table of British Funds under 'CORPORATION LOANS' category.

Table of British Funds under 'COMMONWEALTH & AFRICAN LOANS' category.

Table of British Funds under 'Public Board and Ind. Financial' category.

Table of British Funds under 'FOREIGN BONDS & RAILS' category.

Table of British Funds under 'AMERICANS' category.

AMERICANS - Cont.

Table of American Stocks with columns for Name, Price, Dividend, and Yield. Includes various industry sectors.

Table of American Stocks under 'CANADIANS' category.

Table of American Stocks under 'BANKS, HP & LEASING' category.

Table of American Stocks under 'BEERS, WINES & SPIRITS' category.

Table of American Stocks under 'BUILDING, TIMBER, ROADS' category.

Table of American Stocks under 'ELECTRICALS' category.

Table of American Stocks under 'DRAPERY AND STORES' category.

Table of American Stocks under 'ENGINEERING' category.

Table of American Stocks under 'HOTELS AND CATERERS' category.

Table of American Stocks under 'INDUSTRIALS (Miscel.)' category.

LONDON SHARE SERVICE

BUILDING, TIMBER, ROADS - Cont.

Table of London Share Service under 'BUILDING, TIMBER, ROADS - Cont.' category.

DRAPERY & STORES - Cont.

Table of London Share Service under 'DRAPERY & STORES - Cont.' category.

ELECTRICALS

Table of London Share Service under 'ELECTRICALS' category.

CHEMICALS, PLASTICS

Table of London Share Service under 'CHEMICALS, PLASTICS' category.

DRAPERY AND STORES

Table of London Share Service under 'DRAPERY AND STORES' category.

ENGINEERING - Continued

Table of London Share Service under 'ENGINEERING - Continued' category.

HOTELS AND CATERERS

Table of London Share Service under 'HOTELS AND CATERERS' category.

INDUSTRIALS (Miscel.)

Table of London Share Service under 'INDUSTRIALS (Miscel.)' category.

ENGINEERING - Continued

Table of Engineering Stocks with columns for Name, Price, Dividend, and Yield.

HOTELS AND CATERERS

Table of Hotels and Caterers Stocks with columns for Name, Price, Dividend, and Yield.

INDUSTRIALS (Miscel.)

Table of Industrial Stocks (Miscellaneous) with columns for Name, Price, Dividend, and Yield.

INDUSTRIALS - Continued

Table of Industrial Stocks (Continued) with columns for Name, Price, Dividend, and Yield.

INDUSTRIALS (Miscel.)

Table of Industrial Stocks (Miscellaneous) with columns for Name, Price, Dividend, and Yield.

INDUSTRIALS (Miscel.)

Table of Industrial Stocks (Miscellaneous) with columns for Name, Price, Dividend, and Yield.

INDUSTRIALS (Miscel.)

Table of Industrial Stocks (Miscellaneous) with columns for Name, Price, Dividend, and Yield.

INDUSTRIALS (Miscel.)

Table of Industrial Stocks (Miscellaneous) with columns for Name, Price, Dividend, and Yield.

INDUSTRIALS (Miscel.)

Table of Industrial Stocks (Miscellaneous) with columns for Name, Price, Dividend, and Yield.

INDUSTRIALS (Miscel.)

Table of Industrial Stocks (Miscellaneous) with columns for Name, Price, Dividend, and Yield.

INDUSTRIALS (Miscel.)

Table of Industrial Stocks (Miscellaneous) with columns for Name, Price, Dividend, and Yield.

INDUSTRIALS (Miscel.)

Table of Industrial Stocks (Miscellaneous) with columns for Name, Price, Dividend, and Yield.

INDUSTRIALS (Miscel.)

Table of Industrial Stocks (Miscellaneous) with columns for Name, Price, Dividend, and Yield.

INDUSTRIALS (Miscel.)

Table of Industrial Stocks (Miscellaneous) with columns for Name, Price, Dividend, and Yield.

Handwritten text at the bottom of the page, possibly a signature or note.

Financial Times Tuesday April 22 1986

INDUSTRIALS - Continued

Table of industrial stocks including companies like British Airways, British Petroleum, and various manufacturing firms. Columns include stock name, price, and other financial metrics.

LEISURE - Continued

Table of leisure-related stocks such as British Airways, British Petroleum, and various entertainment and travel companies.

PROPERTY - Continued

Table of property-related stocks including real estate and construction companies.

INVESTMENT TRUSTS - Cont.

Table of investment trusts offering various asset classes and geographical exposures.

FINANCE, LAND - Cont.

Table of finance and land-related stocks, including banks and financial institutions.

MINES - Continued

Table of mining stocks from various regions, including Central African, Eastern Rand, and Far West.

INSURANCES

Table of insurance companies and their stock prices.

NEWSPAPERS, PUBLISHERS

Table of newspaper and publishing companies.

PAPER, PRINTING, ADVERTISING

Table of paper, printing, and advertising companies.

SHOES AND LEATHER

Table of shoe and leather goods companies.

OVERSEAS TRADERS

Table of overseas trading companies.

PLANTATIONS

Table of plantation companies.

Notes section containing legal disclaimers and additional information regarding the data presented in the tables.

Regional and Irish Stocks section listing specific companies from those regions.

Recent Issues and Rights section providing information about new stock issues and rights offerings.



WORLD STOCK MARKETS

Table of world stock markets including Austria, Germany, Norway, Australia, Japan, Belgium/Luxembourg, Denmark, France, Netherlands, and Switzerland. Columns include country, date, price, and change.

Indices section containing New York Dow Jones, Standard and Poors, NYSE Consolidated 1400 Actives, and various international indices like Australia, Austria, Belgium, etc.

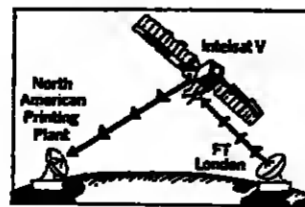
LONDON Chief price changes section listing various stocks and their price movements, including RISES and FALLS.

Advertisement for Financial Times featuring a man reading the newspaper. Text: 'Wall Street, Montgomery Street, Threadneedle Street: all on the same wavelength. Now that the Financial Times is printed in the U.S. and available in major business centers at the start of each day...'.

Advertisement for Kidder Peabody International Limited. Text: 'After the final curtain, all the world's a stage. Now that the Financial Times is printed in the U.S. you can get the next day's edition well before midnight in New York's theatre district...'.

Atlanta  
 Boston  
 Chicago  
 Dallas  
 Detroit  
 Miami  
 Houston  
 Los Angeles  
 New York  
 Philadelphia  
 Pittsburgh  
 San Francisco  
 Washington  
 Montreal  
 Ottawa  
 Toronto

**In all these cities,  
 the FT lights up the day...  
 with early-morning delivery.**



Our U.S. printing plant is on-stream. Now, in the major business centers listed above, movers and shakers can start the day with the Financial Times. To order your subscription call the FT direct: 212-752-4500. From 8am to 6pm New York time. The Financial Times, 14 East 60th Street, New York, NY 10022.

**FINANCIAL TIMES**  
 Because we live in financial times.

هكزا من القاصي

# IN SIGHT INFORMATION

On behalf of all those business travellers who use their flying time profitably, the Financial Times would like to say thank you to the following airlines for carrying copies all over the world:

**Argentina:** Argentinas, Air Afrique, Air Algerie, Air Canada, Air Europe, Air France, Air India, Air Lanka, Aer Lingus, Air New Zealand, Air UK, Air Zimbabwe, Alia Royal Jordanian Airlines, Alitalia, American Airlines, Garuda, Iberia, Incheon Airlines, JAL, Korean Airlines, Lufthansa, Middle East Airlines, Northwest Orient Airlines, Olympic Airways, Pakistan Airlines, Pan American World Airways, Peoples Express, Philippine Airlines, Qantas, Royal Air Maroc, Scandinavian Airlines System, Sabena, Saudi Arabian Airlines, Singapore Airlines, South African Airways, Swissair, TAAG Angola Airlines, TAP Air Portugal, TWA, Thai Airways International, Tower Air, UTA, Varig Airlines, Viasa, Virgin Atlantic, World Airways, Zambia Airways.

**Lines:** Eastern, Egyptair, El Al, Ethiopian Airlines, Finnair, Ghana Airways, Gulf Air, Iberia, Iceland Air, JAT Yugoslav Airlines, Japan Air Lines, Kenya Airways, Kuwait Airways, KLM, Lufthansa, Lamin, Maersk, Malaysian Airlines, Middle East Airlines, Northwest Orient Airlines, Olympic Airways, Pakistan Airlines, Pan American World Airways, Peoples Express, Philippine Airlines, Qantas, Royal Air Maroc, Scandinavian Airlines System, Sabena, Saudi Arabian Airlines, Singapore Airlines, South African Airways, Swissair, TAAG Angola Airlines, TAP Air Portugal, TWA, Thai Airways International, Tower Air, UTA, Varig Airlines, Viasa, Virgin Atlantic, World Airways, Zambia Airways.

**Feel free to ask for your Financial Times.**

After the final curtain,  
all the world's a stage.



Now that the Financial Times is printed in the U.S. you can get the next day's edition well before midnight in New York's theatre district. At many newsstands or from one of our unabashedly pink dispensers.

It makes a grand finale to an evening on the town. Urbane, astute, well-informed and insightful, the FT is a splendid company over a nightcap.

And not just for its illuminating discourse on affairs of high finance and business. The FT is nothing if not well-rounded. Each day there are reviews, commentary and

observations on artistic and cultural events. And the Arts Guide tells you what's taking place when—in major cities in scores of different countries.

Yes, all the world is a stage to the FT. Don't miss a performance, Monday through Saturday! For a personal subscription call the Financial Times direct from 9 am to 6 pm New York time: 212-752-4500

**FINANCIAL TIMES**  
Because we live in financial times.

© FT Publications, Inc. 1985

**Special Subscription**  
**HAND DELIVERY SERVICE**

of the  
**FINANCIAL TIMES**  
EUROPE'S BUSINESS NEWSPAPER

in  
**GERMANY & AUSTRIA**

You can obtain your subscription copy of the Financial Times, personally hand-delivered to your office in the centre of the cities indicated, for further details contact:

Bernd Wokurka  
Financial Times (Europe) Ltd  
Guljettstrasse 54 6000 Frankfurt/Main 1  
West Germany Tel: 75980 Telex: 416193

# We deliver.

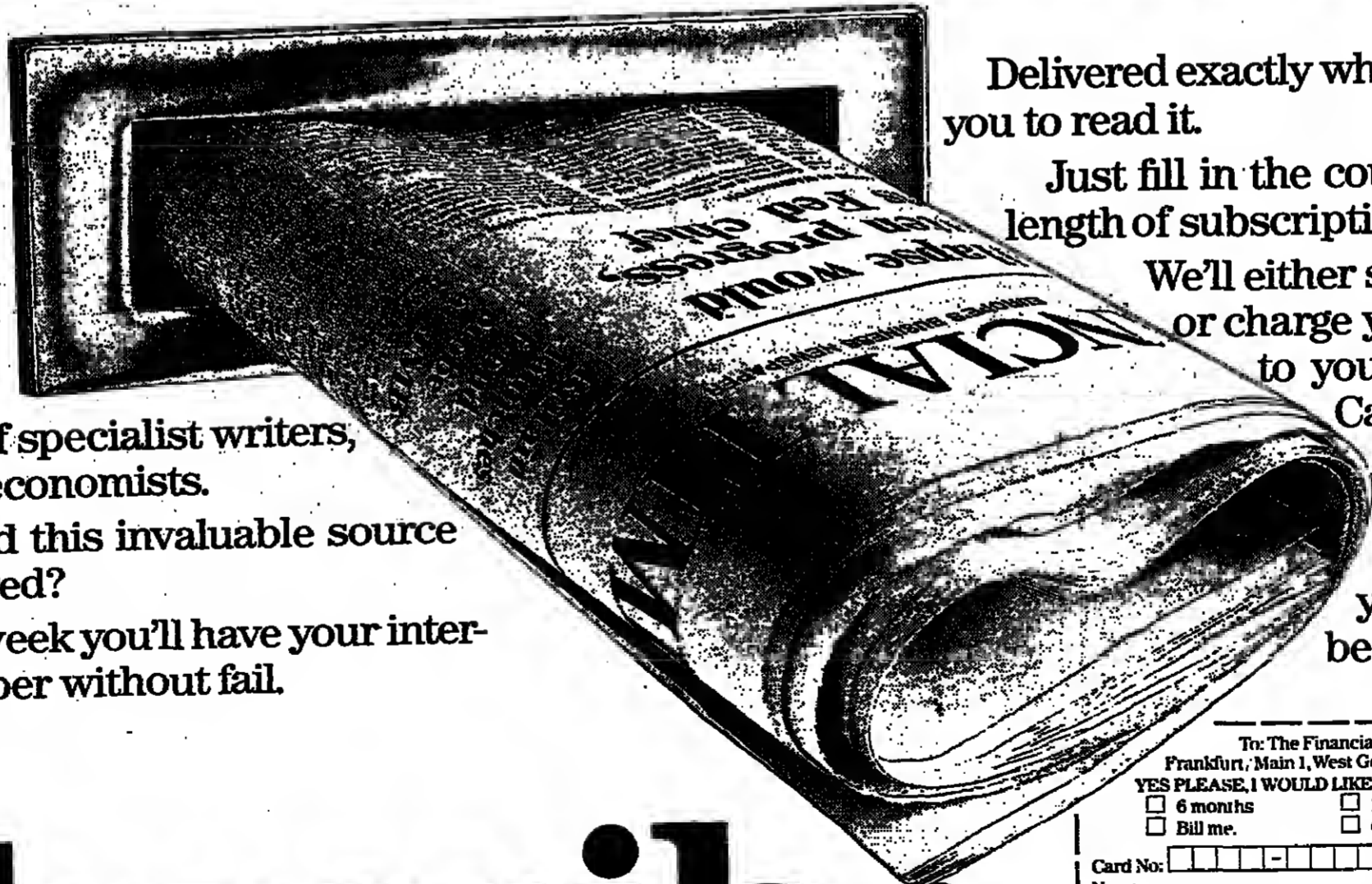
You already read the Financial Times regularly.

You appreciate the business edge it gives you every day.

You need no introduction to our team of specialist writers, correspondents and economists.

Isn't it time you had this invaluable source of information delivered?

So that six days a week you'll have your international business paper without fail.



Delivered exactly where it's convenient for you to read it.

Just fill in the coupon and decide the length of subscription you'd like.

We'll either send you a statement, or charge your subscription to your American Express Card account.

If at any time you decide to cancel, the unused portion of your subscription will be refunded.

# Subscribe.

To: The Financial Times (Europe) Ltd, Guljettstrasse 54, 6000 Frankfurt, Main 1, West Germany. Tel: 75980. Telex: 416193.

YES PLEASE, I WOULD LIKE TO SUBSCRIBE TO THE FINANCIAL TIMES.

6 months       12 months       24 months

Bill me       Charge to my American Express Card account.

Card No: \_\_\_\_\_ Expiry date: \_\_\_\_\_

Name \_\_\_\_\_ Title \_\_\_\_\_

Company \_\_\_\_\_ Tel: \_\_\_\_\_

Address to which you would like your Financial Times delivered: \_\_\_\_\_

I understand that I can cancel my FT subscription at any time and that you will refund the price of the undelivered issues.

Signature \_\_\_\_\_ Date \_\_\_\_\_

**FINANCIAL TIMES**  
EUROPE'S BUSINESS NEWSPAPER  
LONDON - FRANKFURT - NEW YORK

AUSTRIA Sub Rate: OS 2200 (6 month), OS 4170 (12 month), OS 7090 (24 month). Hand Delivery Supplement: OS 350 (6 month), OS 700 (12 month), OS 1245 (24 month). BELGIUM Sub Rate: FRF 5620 (6 month), FRF 10250 (12 month), FRF 19250 (24 month). DENMARK Sub Rate: DKK 730 (6 month), DKK 1360 (12 month), DKK 2310 (24 month). FINLAND Sub Rate: FIM 320 (6 month), FIM 590 (12 month), FIM 1050 (24 month). FRANCE Sub Rate: FRF 810 (6 month), FRF 1520 (12 month), FRF 2750 (24 month). GERMANY Sub Rate: DM 320 (6 month), DM 590 (12 month), DM 1050 (24 month). GREECE Sub Rate: GRD 1200 (6 month), GRD 2200 (12 month), GRD 4000 (24 month). HOLLAND Sub Rate: Gld 1200 (6 month), Gld 2200 (12 month), Gld 4000 (24 month). IRELAND Sub Rate: IR£ 320 (6 month), IR£ 590 (12 month), IR£ 1050 (24 month). ITALY Sub Rate: Lit 3200 (6 month), Lit 5900 (12 month), Lit 10500 (24 month). JAPAN Sub Rate: ¥ 3200 (6 month), ¥ 5900 (12 month), ¥ 10500 (24 month). LUXEMBOURG Sub Rate: LFR 520 (6 month), LFR 950 (12 month), LFR 1750 (24 month). MALAYSIA Sub Rate: M\$ 320 (6 month), M\$ 590 (12 month), M\$ 1050 (24 month). NETHERLANDS Sub Rate: f 320 (6 month), f 590 (12 month), f 1050 (24 month). NORWAY Sub Rate: Nkr 320 (6 month), Nkr 590 (12 month), Nkr 1050 (24 month). PORTUGAL Sub Rate: Esc 3200 (6 month), Esc 5900 (12 month), Esc 10500 (24 month). SWEDEN Sub Rate: Skr 320 (6 month), Skr 590 (12 month), Skr 1050 (24 month). SWITZERLAND Sub Rate: Sfr 320 (6 month), Sfr 590 (12 month), Sfr 1050 (24 month). THAILAND Sub Rate: THB 320 (6 month), THB 590 (12 month), THB 1050 (24 month). UNITED KINGDOM Sub Rate: £ 320 (6 month), £ 590 (12 month), £ 1050 (24 month). UNITED STATES Sub Rate: \$ 320 (6 month), \$ 590 (12 month), \$ 1050 (24 month). WEST GERMANY Sub Rate: DM 320 (6 month), DM 590 (12 month), DM 1050 (24 month). YUGOSLAVIA Sub Rate: Dinar 3200 (6 month), Dinar 5900 (12 month), Dinar 10500 (24 month).

